**Expression of Interest**

**Pope’s Island Marina, New Bedford Massachusetts**

1. **Statement of Qualifications – Please see attached**
2. **Rental slip market details – Buzzard Bay Massachussetts –**

**Town-Operated Marinas (Bourne Area)**

**Taylor Point Marina (Bourne, Buzzards Bay)**

* Owned and operated by the Town of Bourne.
* Seasonal slips accommodate vessels up to 50 ft.
* Fee details:
  + **Non-electric slips:** $112 per ft (20-ft minimum)
  + **Electric + water slips:** $133 per ft (30-ft minimum)
* Moorings are roughly **$1,000/year**, plus a mandatory water-ways permit (~$200/year)

**Monument Beach Marina (Bourne)**

* Also town-managed, located adjacent to a public boat ramp and beach.
* Accommodates vessels up to 40 ft; offers both slips and moorings, including transient options
* Specific per-foot rates weren’t listed publicly, but per-season resident permits and access fees apply.
* Boat ramp use is available with permit structure (e.g., resident vs. non-resident pricing), typically separate from mooring/slip fees.

**Pocasset River Marina**

* Smaller scale marina with 17 slips; similar management and likely fee structure to above, though specific pricing wasn’t provided

**Privately Operated Marinas**

**Wareham Marina**

* Direct access to Buzzards Bay (via Weweantic River).
* Seasonal slips rented **at $125 per foot**, plus a **$200 boating sticker** (town permit)
* Moorings are about **$1,800 per season**, plus the same $200 sticker fee

**Stonebridge Marina (Onset Village, Wareham)**

* Dockage for boats ~20–40 ft and up; fully private with amenities.
* **Slips priced at $150 per foot seasonally**, with minimum length requirements (e.g., 26–31 ft depending on dock)
* Additional winter storage and transient/daily rates available (e.g., $3.50/ft per night, plus electricity; summer storage $115/ft)
* Town harbor permit (~$200) is **not included** in these rates and must be paid separately

**South Wharf Yacht Yard & Marina (South Dartmouth, near Buzzards Bay)**

* Offers deep-water slips up to 150 ft with full-service luxury amenities.
* Pricing details not publicly listed; prospective customers must inquire directly

**Summary of Pricing Landscape**

| **Marina / Provider** | **Type** | **Rate (Seasonal)** | **Notes** |
| --- | --- | --- | --- |
| Taylor Point Marina (Town) | Non-electric | $112/ft (20-ft min) | Plus ~$200 permit fee |
|  | Electric + Water | $133/ft (30-ft min) | Plus permit |
| Taylor Point Mooring | Mooring | ~$1,000/year | Plus permit (~$200) |
| Wareham Marina (Private) | Slip | $125/ft + $200 sticker | Good Bay access via Weweantic |
|  | Mooring | $1,800/season + $200 sticker |  |
| Stonebridge Marina (Private) | Slip | $150/ft (min 26–31 ft) | Permit extra; full amenities |
| South Wharf Marina (Private) | Slip | Not published — inquiry required | Premium, deep-water, full-service |

**Market Insights & Observations**

* **Range of rates**: Expect anywhere from **$112 up to $150 per foot** for seasonal slip rentals. Private marinas trend toward the higher end, while municipal facilities are more budget-friendly.
* **Permit fees**: Most boaters must factor in town permit or sticker fees (~$200/year) in addition to slip charges.
* **Mooring vs. slips**: Moorings present an alternative, with pricing ranging from around $1,000 (town) to $1,800 (private) per season.
* **Availability constraints**: Demand is high and supply limited—many town marinas have waiting lists, and boaters often report difficulty securing spots
* **Amenities vs. cost**: Private marinas such as Wareham and Stonebridge offer extra amenities (power, water, dining, etc.), explaining their steeper pricing. Town-operated marinas offer value but sometimes fewer conveniences.

**Recommendations**

* **If you’re cost-conscious**: Start with **town-operated options**—Taylor Point or Monument Beach. Contact the town’s marina office early to get on waiting lists and confirm the latest rates and requirements.
* **If you want better access or premium amenities**: Private marinas like **Wareham Marina** or **Stonebridge** may be worth the extra cost.
* **Budget for permits**: Always include the ~$200 annual permit/sticker when calculating total costs.
* **Plan ahead**: Especially for town marinas, apply early to avoid long waitlists.

1. **Funding Approach – We have experience in managing municipal marinas with over 60% of our managed properties being owned by municipalities. We would recommend funding the project through state and federal Grants as well as well as operating the marina as its own fund. All revenues flow into the marina operation fund as opposed to a municipal general fund. We would also seek private funding with the award of the management agreement or long-term lease.**
2. **Barriers or obstacles to project success –** 
   1. **The 20-year term may in itself be a barrier preventing access to capital. 20 years is potentially too short a term for leverage and repayment.**
   2. **Many times, haste or low-cost bids lead to poorly planned assets. This marina rebuild needs appropriate design build plans, floating docks and electrical to meet the needs of todays and future boat designs in addition to popular amenities.**
3. **F3 Marina is uniquely qualified to oversee not only the management of Pope’s Island Marina but also possesses the team needed for full turn-key design, permitting and project management of your marina.**

**Thank you for your consideration,**

**Brian C. Arnold**

**Director of Business Development**

**F3 Marina**

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