Business Case for Cobourg Harbour and Marina – *Final Report*

May 2018

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EXECUTIVE SUMMARY

Background

TOURIS**TICS** was retained as a sub-consultant to Tocher Heyblom Design Inc. (thinc design) to undertake a business case study for the Cobourg Harbour and Marina as part of the Waterfront User Needs Assessment and Detailed Design project. Cobourg Marina is one business unit within the Waterfront Operations Department. It does not receive funding from the municipal tax base because it is profitable. The town relies solely on revenues generated from user fees to pay all of the capital and operating costs of the marina. The marina has had a waiting list since 1995.

Key Findings

Cobourg Harbour's History as a Recreational Boating Resource

The harbour has been an important resource for the Town since the early 1800's.

The use of the harbour for recreational boating began in 1964 when a group of local businessmen and boaters joined together to form the Great Pine Ridge Marina Association. They negotiated a lease with the federal government for space at Cobourg harbour.

In 1967, the first Cobourg Yacht Club clubhouse was erected.

In 1982 the harbour received its small craft designation. In 1985 the sod was turned for the construction of the yacht club's new clubhouse.

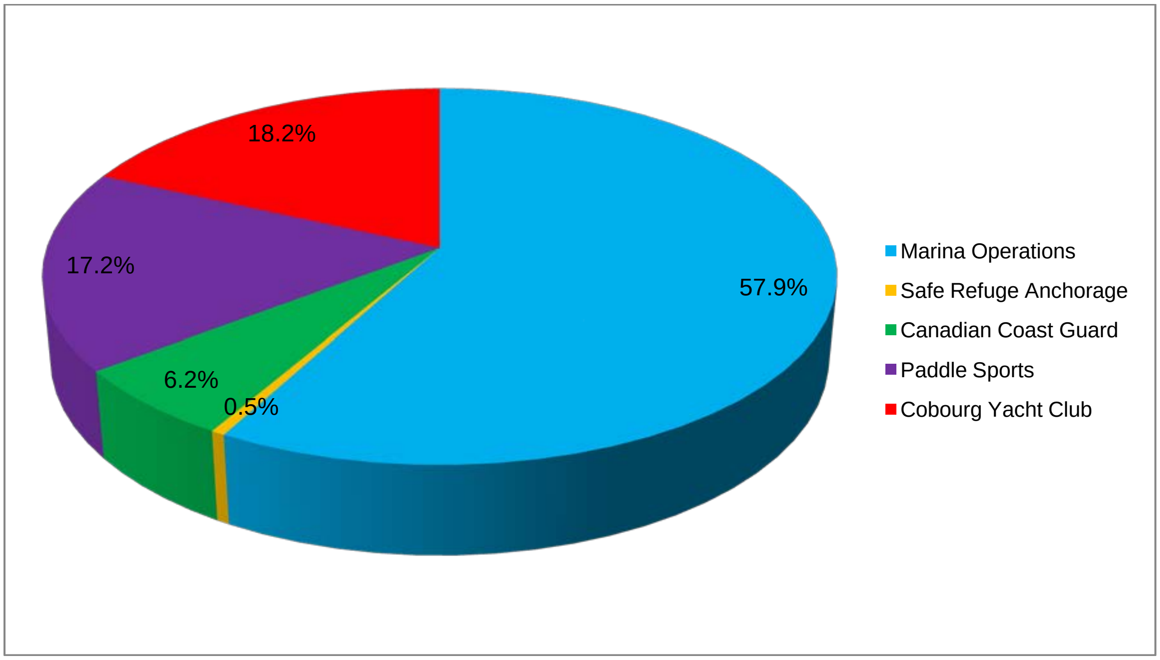
In 1989 work started on a new harbour administration building which cost $526,000 and was covered by a provincial grant. The new building was completed in 1991 with two set of change-rooms.

The Survivor Thrivers received charitable status from Revenue Canada and began paddling in Cobourg Harbour in 1999, followed later that year by the Cobourg Dragon Boat and Canoe Club.

Today Cobourg Marina provides 149 seasonal and 69 transient slips[3] along with fuel sales and pump out services. The administration building has a guest reception area and washroom, shower and laundry facilities. There is a secure boat storage compound and boat launch. The following figure provides an indication of the harbour usage by major user group in 2017. Marina operations which includes seasonal boaters, transient boaters, reciprocal guests and launch ramp users represents the largest number of person user days at 57.9 percent, followed by the Cobourg Yacht Club and their keel boat and dinghy program (18.2%). Paddle sports including the Cobourg Dragon Boat & Canoe Club members, canoe/kayak members, day camp customers and the Survivor Thrivers is third at 17.2 percent, followed by the Canadian Coast Guard at 6.2 percent.

Comparison of Cobourg Marina's Boating Facilities with those in Seasonal Market Area

Seasonal and transient boaters at Cobourg marina are better served than the other facilities in the seasonal market area in terms of having a fuel dock, pump out service, launch ramp and on-site winter storage. The 2017 occupancy rate for seasonal slips at Cobourg Marina was above that of the combined facilities in the seasonal market area. As highlighted in in yellow in the Table following, the marina has a higher percentage of slips less than 30 feet and a lower percentage of slips 30 or more feet in length. The marina also has a much lower percentage of un-serviced slips than the facilities in the seasonal market place (2.8% vs. 10.9%). The percentage of slips with 30 amp power at Cobourg Marina is similar to seasonal market place (57.8% vs. 54.4%). While only 16.7 percent of the other facilities offer 50 amp. power, there is none available at Cobourg Marina. Based on a SWOT analysis the strengths and opportunities for recreational boating in Cobourg Harbour out-weigh the weaknesses and threats. Cobourg is in a good position for dealing with the current and future recreational boating market.



		Cobourg Marina		Seasonal Market Area	
Number of Seasonal Slips	Seasonal Slips Occupied	149	100.0%	12,613	95.4%
Dedicated Transient Slips as Percentage of Total Slips		33.5%[1]		9.0%	
Percentage of Slips <26 feet		22.0%		16.2%	
Percentage of Slips 26 feet to <30 feet		27.1%		18.5%	
Percentage of Slips 30 feet to <36 feet		21.1%		29.3%	
Percentage of Slips 36 feet to <46 feet		21.5%		30.2%	
Percentage of Slips 46 feet and over		8.3%		5.8%	
Percentage of Facilities with Fuel Dock		100%		51.1%	
Percentage of Facilities with Pump Out		100%		63.0%	
Percentage of Facilities with Launch Ramp		100%		67.4%	
Percentage of Total Slips Un-serviced Slips		2.8%		10.9%	
Percentage of Slips with 30 amp Power		57.8%		54.4%	
Percentage of Slips with 50 amp Power		0%[2]		16.7%	
Percentage of Facilities with on-site Winter Storage		100%		68.5%	

[1]varies from year to year depending on need for seasonal slips

Trends in Recreational Boating and Marinas

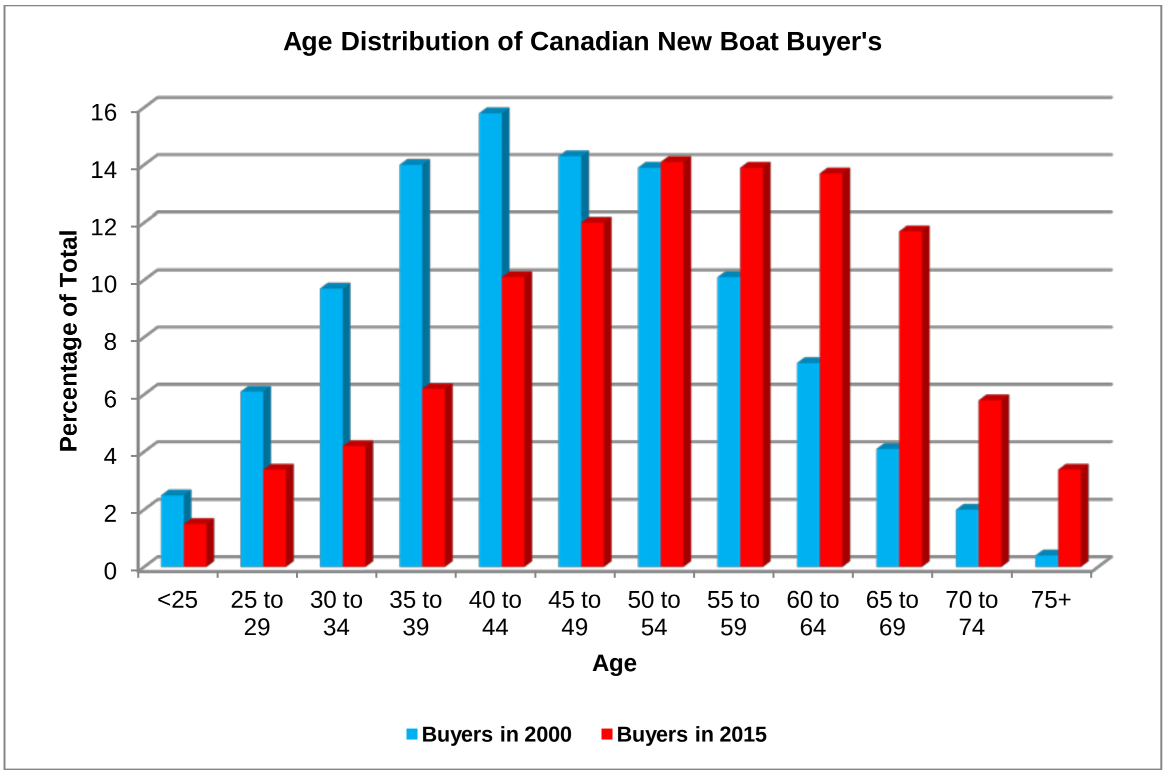
The profile of boaters and the use of their boats have changed significantly over the past decade and all indications are that they will continue to do so in the future.

Previously it was not unusual to go out on the boat for the better part of at least one day on the weekend and a couple of evenings during the week. Today's work and family commitments place numerous demands on one's time, and the result is that most boats are actually being used less and less, with 40 percent or more of their seasonal boaters never take their boat out of the slip during the boating season. Today's boaters still want to escape, but want to bring it all with them – a refrigerator, hot-tub, air conditioning, television, WiFi, cell service and lots more. And yet time aboard is becoming less and less.

Less than a decade ago the trending range for recreational boats was from 30 to 40 feet. Today, the typical demand is for much larger vessels (i.e. 46 feet and over). Boats have been getting longer, wider and deeper and have more things on-board that require power. 30 and 50 amp service is the standard for average marinas today, and it can range to 100 to 200 amps for larger sized boats.

The change in how boats are used affects every aspect of the boating industry with one common theme – ease of use combined with comfort. For marinas and yacht clubs, this means providing and maintaining sturdier and more spacious docking facilities, deeper water depths, upgraded physical appearances, more attractive restrooms, upgraded electricity for boats, better lighting, and usually more and/or upgraded amenities.

Between 2000 and 2015, the age of the average new boat buyer has increased from 45 to 53. During that same time period the percentage of new boat buyers under 40 has shrunk by nearly one-half.



Projected Growth in Boating Activities in Ontario

Between 2010 and 2035 participation in power boating, sailing, canoeing, kayaking and rowing are all projected to increase. It should be noted however, that the increases in power boating and sailing are much slower than those of the other activities. There are no comparable projections available for outrigger canoeing and dragon boat racing, although anecdotal information based on the increased number of members at area clubs suggests that participation in these activities is also in a growth mode.

Activity	2010	2015	2020	2025	2030	2035
Power Boating	10.8%	11.3%	12.0%	12.3%	12.6%	12.8%
Sailing	3.6	3.7	3.8	3.9	4.0	4.1
Canoeing	6.8	7.1	7.6	8.0	8.3	8.6
Kayaking	3.3	3.6	4.4	5.0	5.4	6.0
Rowing	3.0	3.1	3.3	3.5	3.7	3.8
Standup Paddle Boarding	0.4	0.9	1.6	1.9	2.4	3.0

As a result of the increased interest in canoeing, kayaking, rowing, outrigger canoeing, dragon boat racing, paddle boating, and stand up paddle boarding, many marinas are striving to accommodate these types of boating activities. Rental of small non-motorized watercraft has become an additional revenue source for a number of marinas in Ontario.

Projected Growth in Power and Sail Boats in Ontario 2018 to 2033

The projected growth in the length of boats will have a particularly strong impact on the some of the facilities in Cobourg's seasonal boater market area. For those facilities that are currently using the entire water basin an increase in slips length and/or space between finger docks may mean a reduction in the overall number of slips provided. It will also have a particularly negative impact on those facilities with fixed docks. For Cobourg Marina to continue to attract its fair share of seasonal boaters it will be necessary to increase the number of docks 36 feet to less than 46 feet in length and provide 50 amp. power.

Length	2018	2021	2024	2027	2030	2033	% increase
20 ft. to <26 ft. (6 m. to <8 m.)	55,800	56,800	57,480	58,050	58,380	58,710	5.2%
26 ft. to <30 ft. (8 m. to <9 m.)	13,720	15,000	15,470	15,920	16,310	16,640	21.3%
30 ft. to <36 ft. (9 m. to <11 m.)	21,860	23,840	25,690	27,550	29,260	30,760	40.7%
36 ft. to <46 ft. (11 m. to <14 m.)	13,870	15,530	17,150	18,840	20,500	22,100	59.3%
46 ft. and over (14 m. or more)	8,180	9,410	10,680	12,060	13,500	14,970	83.0%

Transient Boater Market

The projections for the growth in the length, beam, and draft of recreational sail and power boats in Quebec and New York exhibit a generally similar pattern to that of Ontario boats, but slower. Between 2015 and 2017 80 percent of transient boaters at Cobourg Marina were from Ontario, 10 percent from Quebec, and 6 percent from New York State.

Among transient boaters those that come for special events such as festivals and regattas tend to be the highest spenders as they typically stay for more than one day. Those on their way to or from another destination tend to stay for less than half a day.

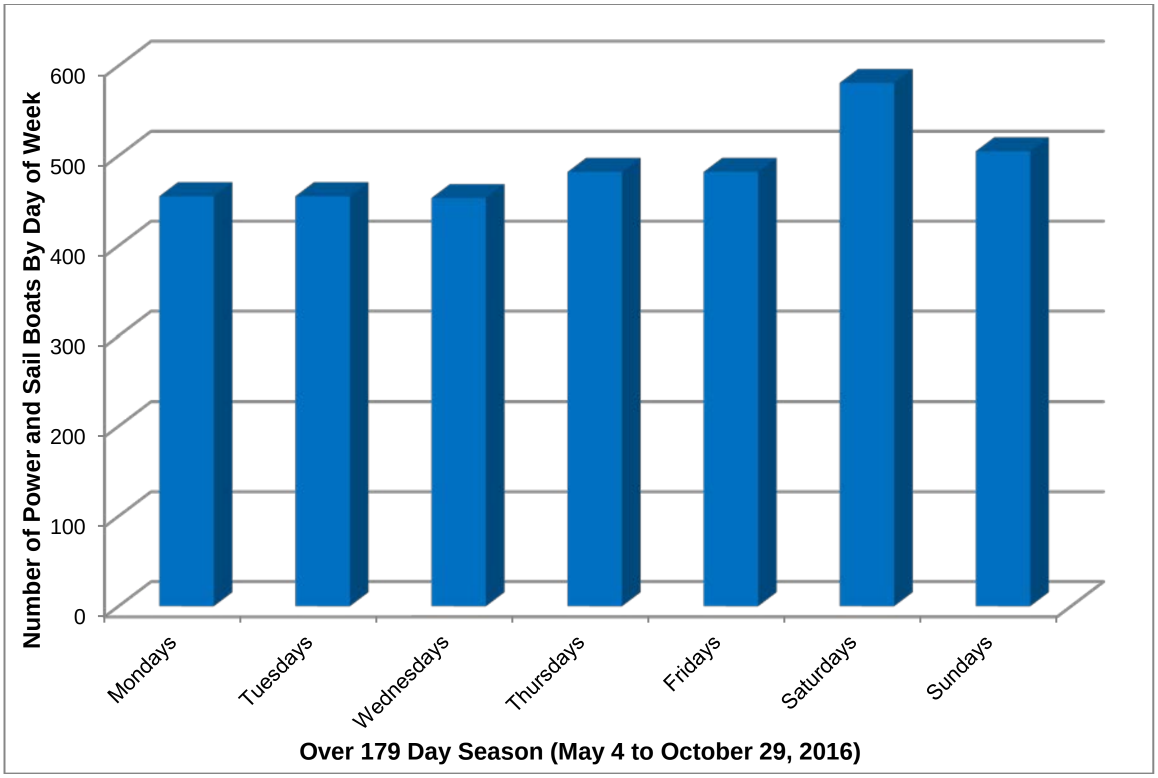
Cobourg Marina is strategically located at the midpoint on the north shore of Lake Ontario for boaters travelling to and from the Golden Horseshoe Area and the 1000 Islands area. As a result the marina attracts a higher than average number of overnight stays and a more even number of boats on each day of the week. See Figure 16 following. The Town of Cobourg hosts a large number of events during the boating season (e.g. Cobourg Highland Games, Cobourg Waterfront Festival, Lakeside Antique and Classic Car Show, Downtown Cobourg Sidewalk Sale and Music Festival, Northumberland Ribfest and Music Festival), and the marina is within easy walking distance of the historic downtown and a beach.

Expenditures by transient boaters at grocery stores, restaurants, cafes and lounges, marine supply outlets, other retail outlets, marine repair shops and tourist attractions and events within Cobourg can be substantial with an average per person transient boater expenditure of $36.10 for less than a 12 hour stay, $47.00 for less than 24 hours and not overnight, and $211.30 for an overnight stay (average stay 2 nights).

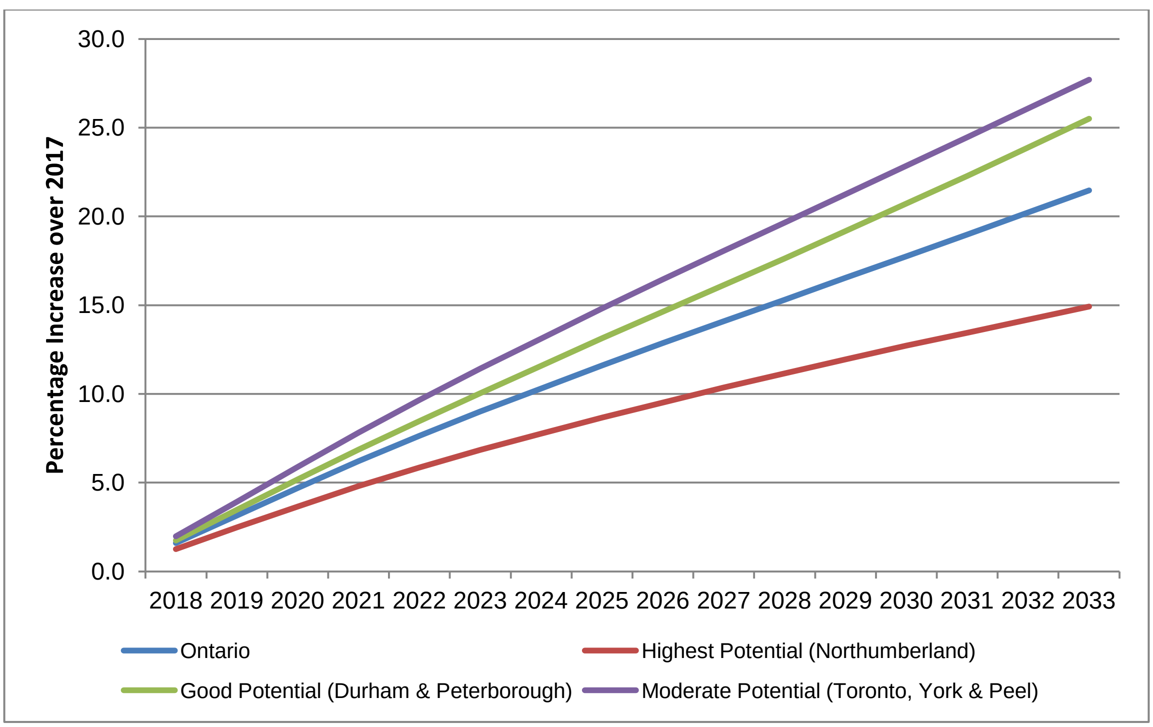
Projected Population Growth in Cobourg's Seasonal Boater Market

73 percent of seasonal boaters at Cobourg Marina from 2015 to 2017 were from Cobourg and Northumberland County; 13 percent from Durham Region and Peterborough; and 7.5 percent from the Metropolitan Toronto and York and Peel Regions.

While the projected population growth rates in the Town of Cobourg and Northumberland County (area of highest potential) will be less than that of Ontario (i.e. 15% vs. 21%) those in the areas generating some



good potential (Durham Region and Peterborough County) and moderate potential (Metropolitan Toronto and York and Peel Region) will exceed the provincial growth rate (i.e. 25% and 28% respectively vs. 21%) suggesting that the areas outside of Northumberland County will increase in importance as a source of seasonal slip demand between 2017 and 2033.



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Cobourg Marina Current Financial Operation

Based on our review of the revenues and expenses for the period from 2010 to 2016, Cobourg Marina operates within the industry norms for most major line items. The marina has provided a positive cash flow every year between 2010 and 2016 and other than the most recent year the profit margin of 9 to 15 percent is good for a municipal marina. In fact, the annual profit from the marina operation has been paying for all harbour expenses, thus eliminating the need for the tax payers to pay for the harbour expenses. Labour costs in 2015 and 2016 were on the high side at over 40 percent of total revenue (the bench mark is 35 to 38 percent). The margin for fuel sales is below the industry norm of 20 percent. Although beverage sales are only a small percentage of the marina's overall revenues the mark up is well below the industry norm of 85 to 90 percent.

Potential Sources of Increased or New Revenue

- Longer slips (i.e. 36 feet to less than 46 feet) with 50 amp power;
- 50 amp power on existing slips 46 feet and longer;
- Non-motorized boat rentals (i.e. canoes, kayaks, stand up paddle boards) – this could be carried out in partnership with existing clubs and or local business;
- Host Tall Ships – this would require providing handicapped access from dock or East Pier;
- Bicycle rentals – this could be carried out in partnership with local business;
- Concierge service for seasonal boaters that would involve preparing the boat in advance of the boaters arrival; this activity is becoming more popular in marinas where boaters are only using their boats for short periods of time (i.e. weekends only) and want to maximize their time using the boat;
- Concierge service for transient boaters that could be done in partnership with local businesses who would deliver provisions, pickup and return dry cleaning; pharmacy/drug store needs, etc.;
- Coin laundry service;
- Vending machines;
- Learning experiences – many marinas and yacht clubs use learning experience programs to introduce young persons and those new to boating the skills necessary to handle sail and power boats, thus ensuring there is a continuous market for slips. The Cobourg Yacht Club could offer this service in concert with the marina. Organizations such as the local Power and Sail Squadron and BoaterSkills.ca also offer on-board and classroom instruction;
- A number of marinas in Ontario have as a condition of the seasonal lease agreement that the slip may be used for transient purposes in the event the slip holder is going to be away for more than 48 hours. Introducing a similar policy at Cobourg Marina would allow the marina to reduce the number of transient slips thus reducing the size of the waiting list while increasing the per slip revenue; and,
- A surcharge for non-resident slip holders – 48 percent of the seasonal slips between 2015 and 2017 were occupied by non-residents of Cobourg. The population of Cobourg and Northumberland County is projected to increase at a lower rate than the province and the others areas from which the marina currently draws seasonal boaters. As a result it is conceivable that the non-resident share could increase even further.

Recommended Facilities/Facilities Improvements and Services

- The provision of power and water especially on the west side of the centre pier that is rented by the Cobourg Yacht Club would attract more reciprocal boaters and increase tourist spending in the Town;
- A gate system at the entrance to the main docks would improve security for docked boats;
- Providing seating and food concessions (possibly food trucks) on the east pier would draw additional visitors to the waterfront;
- Installation of an accessible dock for use by various water sports groups, with the understanding that there would be a charge for use;
- Additional slips will increase the revenue potential of the marina operation and permit an even greater contribution to covering the capital cost associated with the harbour that will otherwise fall on the taxpayers;
- Refurbishment of the East Pier would create an opportunity to attract tall ships and increase the potential for the charter fishing business now that Cobourg Marina has been designated as an official weigh station for the Great Ontario Salmon Derby;
- Install a web cam system at strategic locations throughout the harbour that can be accessed by marina staff and boaters to provide additional security throughout the year; and,
- Purchase a travel lift and hydraulic trailer.

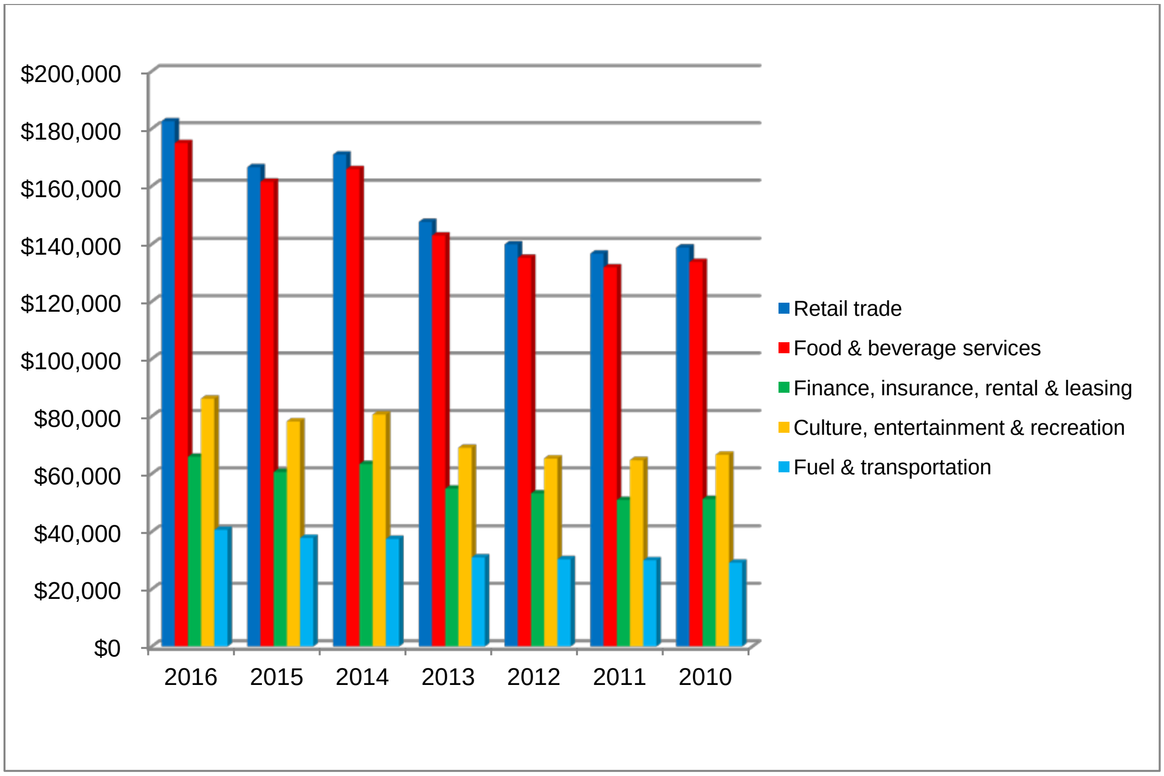
Economic Impacts Due to Use of Cobourg Harbour and Marina for Recreational Boating

Total direct spending realized through the operation of the marina, seasonal and transient boater expenditures away from the marina within the Town of Cobourg, and revenues generated by the Cobourg Dragon Boat & Canoe Club through the use of the outer harbour have ranged from $1,293,400 in 2010 to $1,691,520 in 2016 and resulted in a cumulative total over the seven years of $10,088,000. During the 2010 to 2016 period, the marina operation was responsible for $4,148,820 in direct expenditures. Expenditures by seasonal boaters on insurance, supplies and repairs were $2,512,080. Expenditures by transient boaters at grocery stores, restaurants, marine supply outlets, other retail outlets, and tourist attractions and events within the Town of Cobourg totaled $2,842,000; and revenues generated by the Cobourg Dragon Boat & Canoe Club through the use of the outer harbour totaled $585,100.

Direct, indirect and induced gross domestic product expenditures in Cobourg as a result of the marina operation and activity in the harbour have totalled $5,889,450 between 2010 and 2016. The industry sectors in the Municipality impacted the most by the operations within the harbour are retail trade; food & beverage services; culture, entertainment and recreation; finance, insurance, rental & leasing; fuel and transportation.

Total direct, indirect and induced labour income generated in Cobourg as a result of the operation of the marina has totalled $3,875,860 over the seven year period. The labour income in 2016 has created 11 direct new jobs in the community up from 9 in 2010. The total direct, indirect and induced jobs created by this spending have increased from 12 to 15.

Total federal, provincial and municipal taxes generated by the boater expenditures while using the harbour and marina totalled $2,818,170 between 2010 and 2016. Over that period the provincial government has collected $1,388,680, the federal government $1,152,150 and the municipality $277,340.



Options for New Business Model

Three options for the future of Cobourg Marina are considered:

- Closing the marina
- Selling the marina
- Continuing to operate the marina

Pros and Cons of Closing Marina	
Pros	**Cons**
• Would reduce municipal staff and their related costs • Would provide more basin space for paddle sport enthusiasts	• Would lose a source of revenue which supports all other waterfront activities • Part time marina employees would lose their jobs and possible some full time staff unless transferred to other departments • Town would receive no return on investment for the marina infrastructure • Town would be responsible for an even larger share of harbour infrastructure and maintenance costs • Would lose point of entry tourist attraction and ability to sell Town to visiting boaters • Would lose economic impacts accruing from operation of marina • User groups would be required to pay some or all cost of infrastructure maintenance • Fees for programs using the basin would likely increase and might reduce number of participants able to pay

Pros and Cons of Closing Marina (Continued)	
Pros	**Cons**
	• Harbour area would be less attractive to residents and tourists without the boats and boating activities

Pros and Cons for Selling Marina	
Pros	**Cons**
• Provide Town with immediate funds for other projects • Town would get some return on investment • Would reduce municipal staff and their related costs	• Would lose control over what happens at and in marina basin • Would lose source of revenue which supports all other waterfront activities • Some part time marina employees would lose their jobs and possible some full time staff unless transferred to other departments • Marina in private hands would expect higher return on investment therefore fees and charges would be higher • Would likely be less transient slips, leading to loss of spending in Town and surrounding area and resultant economic impacts • Some expenses at private marinas are higher (i.e. insurance costs) leading to higher fees • Would lose point of entry tourist attraction and ability to sell Town to visiting boaters • Private operator would want to maximize profit margin by increasing number of slips to the maximum possible which would likely mean less opportunity for lower revenue producing activities such as canoeing, kayaking, dragon boating

Pros and Cons for Continuing Operation of the Marina	
Pros	**Cons**
• Continues a steady source of revenue to support all other waterfront activities • Protects full and part time jobs associated with marina operation • Continues Town's control over what happens at and in marina basin • Maintains economic impacts accruing from operation of marina	• Town is responsible for maintenance of a seasonally risky business • Some operational costs (i.e. utilities) are increasing much faster than inflation and annual fees thereby reducing profitability

Based on our review and analysis we believe that the continued operation of the marina is a better option for recreational boaters and the Town of Cobourg than closing or selling the marina.

Pros and Cons of Providing Additional Slips

Pros and Cons of Providing Additional Slips	
Pros	**Cons**
• There is a demonstrated shortage of seasonal slips in Cobourg Marina's market area • Would increase the value of the marina in the event that a decision was made to sell in future • By providing more longer slips (i.e. 30 feet or more) marina would tap into a growing market for longer slips	• Additional capital budget would be required which may not be available • May require additional casual staff and related costs • Work that cannot be completed in the off-season will cause disruptions in the operation of the marina during the boating season

Pros and Cons of Providing Additional Slips (Continued)	
Pros	**Cons**
• Would increase revenue potential for marina • Would increase the economic impact on the Town of Cobourg and Northumberland County • Would capture the additional seasonal slip demand that might otherwise go to another marina • Would produce additional revenue to offset increasing operational costs • Additional staff costs if required would be covered by additional revenues generated	• Increase in slips would result in increase in dry-land storage requirements which may not be available

Based on the projected growth in boats in Ontario 26 feet and longer (8 metres and longer) between 2017 and 2033 the additional seasonal slips required in the market area should be provided in the following lengths.

Year	Number of Slips 26 feet to less than 30 feet (8 metres to <9 metres)	Number of Slips 30 feet to less than 36 feet (9 metres to <11 metres)	Number of Slips 36 feet to less than 46 feet (11 metres to <14 metres)	Number of Slips 46 feet or more (14 metres or more)	Total Number of Additional Seasonal Slips Required
2018	40	60	40	20	160
2020	50	80	50	30	210
2025	70	120	80	50	330
2030	90	140	90	50	370
2033	100	160	100	60	420

Given that Cobourg Marina is currently over-represented with slips 26 feet to less than 30 feet and under-represented with slips 30 feet to less than 36 feet, and 36 feet to less than 46 feet compared to the seasonal market area we recommend that if the marina is to consider increasing the number of slips, the additional slips should all be 30 feet or more in length. Due to economies of scale in adding slips we recommend that no fewer than 60 and no more than 120 slips be added, in the following configuration:

Number of Slips	30 foot slips (9 metres)	36 foot slips (11 metres)	46 foot slips (14 metres)
60	40	10	10
80	50	20	10
100	60	30	10
120	60	40	20

Financial Projections for Additional Slips at Cobourg Marina

Financial Scenario with 60 Additional Seasonal Slips (30 docks)

We have projected that revenues with 60 additional slips will increase from $946,880 in Year 1 to $1,068,700 in Year 5 and reach $1,224,960 in Year 10. Disbursements will increase from $696,700 in Year 1, to $864,840 by Year 5 and reach $882,890 by Year 10. This will result in a net income before debt service of $250,180 in Year 1, decreasing to $203,860 by Year 5 and reach $342,070 by Year 10.

Based on a capital budget of $829,100 for the lift equipment and infrastructure, $209,100 for power and water on the centre pier, and $722,100 for 30 additional docks including power and water, the annual principal and interest payments would be $127,470, resulting in a Year 1 net profit of $122,710, decreasing to $76,390 by Year 5, and reach $214,600 in Year 10. It should be noted that there are monies available in the reserve fund to cover a portion of the capital costs and thus reduce the financing costs.

Financial Scenario with 100 Additional Seasonal Slips (50 docks)

We have projected that revenues will increase from $1,022,110 in Year 1 to $1,164,180 in Year 5 and reach $1,351,860 Year 10. Disbursements with 100 additional slips will increase from $712,950 in Year 1, to $892,140 by Year 5 and reach $920,990 by Year 10. This will result in a net income before debt service of $309,160 in Year 1, decreasing to $272,040 by Year 5 and reach $430,870 by Year 10.

Based on a capital budget of $829,100 for the lift equipment and infrastructure, $209,100 for power and water on the centre pier, and $1,203,500 for 50 additional docks including power and water, the annual principal and interest payments would be $162,330, resulting in a Year 1 net profit of $146,830, decreasing to $109,710 by Year 5, and reach $268,540 in Year 10. As with the 60 additional slips, there are monies available in the reserve fund to cover a portion of the capital costs and reduce some of the financing costs.

Impact of Additional Slips on Current Harbour Use

Continual dredging of the harbour on the east side of the west breakwater would allow the current space used for paddle sports and the sailing school to be realigned as shown in the following Figure and by doing so any additional slips on the west side of the centre pier would have no impact on these programs.

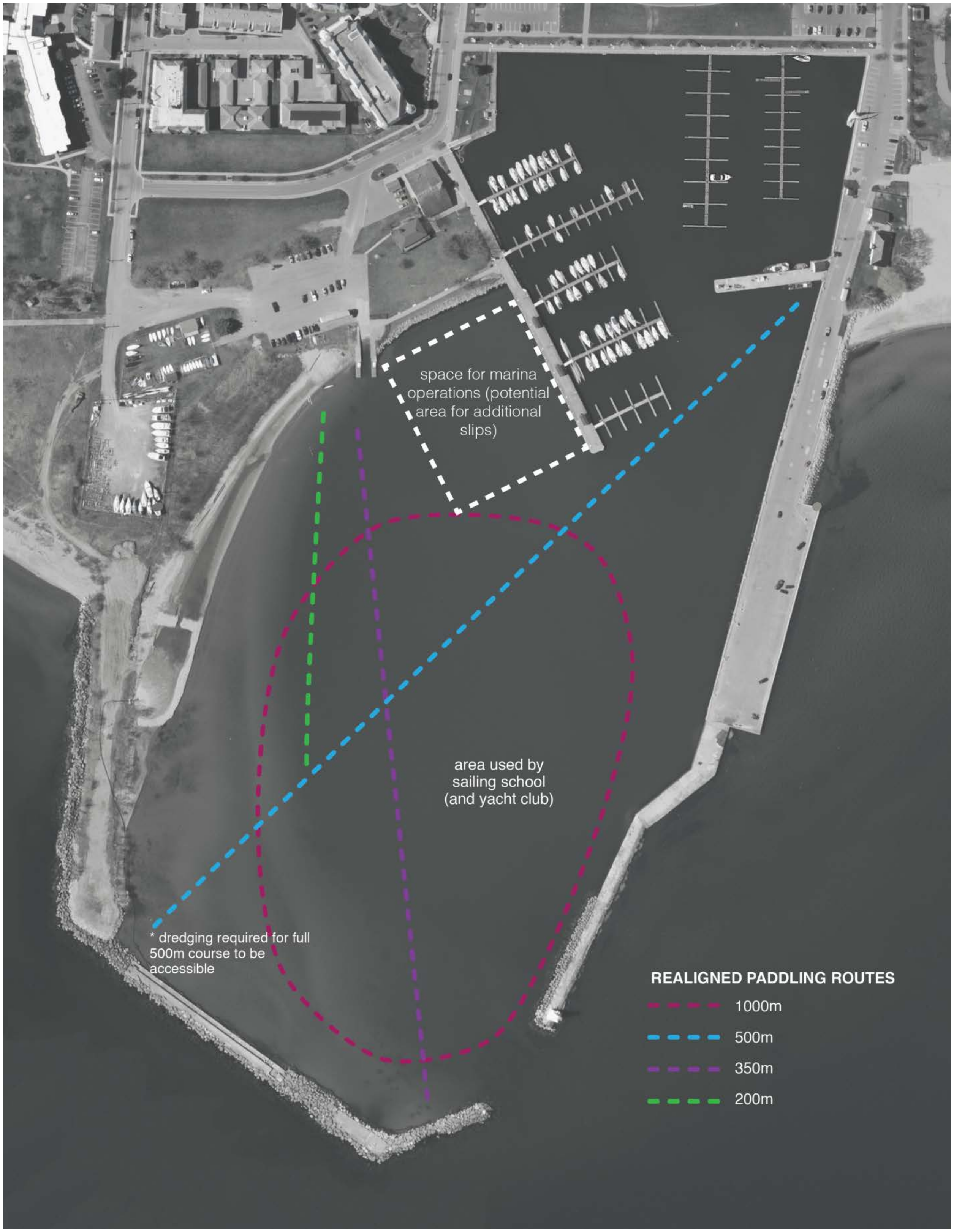
Lift-In and Lift-Out Services

Since the Cobourg Yacht Club has given notice that it will no longer be providing seasonal lift-in/lift-out services we have analyzed the pros and cons of the following options:

- Town takes over responsibility for renting/operating a crane based lift-in/lift-out service;
- Discontinue boat lift services; and,
- Purchase a travel lift.

Pros and Cons for Town Taking over Responsibility for Renting/operating a Crane based Lift Service	
Pros	**Cons**
• Would encourage existing seasonal slip renters to stay • No capital investment required • Would not have to store travel lift on-site during non-use	• High liability as it would be dependent on high number of casual staff • Possible loss in revenue • Would not address need for flexible operating dates • Would operate off east pier a public access area causing disruption to public • Significant cost increase due to need to have trained staff performing work • Cannot handle larger boats • Boats lifted by crane susceptible to swinging in moderate winds, less control than with travel lift • Possible loss of seasonal boaters with larger boats

Pros and Cons for Discontinuing Boat Lift Services	
Pros	**Cons**
• No capital investment required • Would reduce liability exposure for Town • Would reduce staff workload	• Marina would be less attractive to seasonal boaters in marina • Less opportunity to attract additional seasonal boaters • Less opportunity for alternative use of former Public Works site • Less opportunity for partnership with repair service • Would lead to loss of revenue


space for marina operations (potential area for additional slips)
area used by sailing school (and yacht club)
* dredging required for full 500m course to be accessible
REALIGNED PADDLING ROUTES
1000m
500m
350m
200m

Pros and Cons for Using Travel Lift	
Pros	**Cons**
• Would permit boats to be lifted out at any time during the boating season for survey and repairs • Increased and more timely lift capacity would increase revenue from ancillary services such as winter storage, emergency lifts, cradle storage and hull washing • If used with hydraulic travel trailer boats can be safely placed closer together • Would eliminate need to close the East Pier for the lift-in and lift-out • No chance of spinning as there is with use of a crane • Lift can occur without removing mast if desired • Annual crane rental costs have increased steadily • Provides opportunity for partnership with repair service at harbour and/or former Public Works site • Would be inducement for more exiting seasonal boaters to winter store at Cobourg Marina	• Capital investment would be required • Travel lift would need to be stored when not in use in space that is already limited • Staff would need to trained in the proper and safe use of the equipment • Without an associated repair service travel lift would not be used to maximum potential

Based on our analysis we believe that the marina should continue to offer a lift service and that the use of a travel lift and hydraulic trailer is the best option for providing a lift service at Cobourg Marina.

Using the existing compound at the marina and the former Public Works site would permit winter/summer storage to increase to approximately 100 boats. We have projected Year 1 storage and handling revenues at $169,810, labour costs at $40,080, operating costs at $19,000 and principal and interest payments of $60,050 for a 20 year debenture at 3.82 percent (Infrastructure Ontario) based on an equipment cost of $433,100 and infrastructure improvements of $396,000. This would result in a Year 1 net profit of $50,680. Use of funds from the reserve would reduce the annual financing cost.

Estimated Capital Budget and Priority for Recommended Facilities/Facility Improvements and Services

Item	Priority	Estimated Capital Cost ($2018)
Power and water service on Centre Pier	High	$209,100
Purchase of lift equipment and infrastructure improvements	High	$829,100
Replacement of Docks C, D, and E	High	$840,200[1]
30 additional docks (provides 60 slips)	Medium	$722,100
50 additional docks (provides 100 additional slips)	Medium	$1,203,500
Installation of accessible dock on west headland for use by various water sports groups	Medium	No budget allowance
Gate system at entrance to main docks to improve security	Low	$72,000
Web cam system on site	Low	$6,000

[1] The use of a bladder system will reduce the cost to $335,890 spread over the period between 2021 and 2024

Net Profit Position of Cobourg Marina Under Various Improvement Scenarios

Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Marina Operation with Improvements to Fuel Storage Facility and Docks A, B, C, D and E, No Lift Service in Place, and No Power & Water on Centre Pier[1]									
$101,610	$59,220	$74,400	$27,250	$25,980	$6,890	$51,020	$101,150	$124,880	$127,980
Marina Operation with New Lift Service in Place, Power & Water on Centre Pier, Improvements to Fuel Storage Facility and Docks A, B, C, D and E[2]									
$113,630	$73,860	$91,730	$47,380	$48,970	$32,820	$79,980	$133,230	$160,190	$166,600
Marina Operation with New Lift Service in Place, Power & Water on Centre Pier, Improvements to Fuel Storage Facility and Docks A, B, C, D and E, and 60 Seasonal Slips are Added[3]									
$122,710	$79,820	$108,300	$69,070	$76,390	$65,520	$116,340	$173,360	$204,200	$214,600
Marina Operation with New Lift Service in Place, Power & Water on Centre Pier, Improvements to Fuel Storage Facility and Docks A, B, C, D and E, and 100 Seasonal Slips are Added[4]									
$146,830	$105,470	$133,740	$100,370	$109,710	$105,150	$158,260	$222,120	$255,500	$268,540

[1] Includes Capital Improvements of $45,140 in 2019, $32,770 in 2020, $82,770 in 2021, $86,960 in 2022, $108,970 in 2023, $67,800 in 2024 and $20,680 in 2025

[2] Total Financed Capital Cost $1,038,200 (Total annual principal and interest payments $75,180 based on 20 year debenture at 3.82 percent)

[3] Total Financed Capital Cost $1,760,300 (Total annual principal and interest payments $127,470 based on 20 year Debenture at 3.82 percent)

[4] Total Financed Capital Cost $2,241,700 (Total annual principal and interest payments $162,330 based on 20 year Debenture at 3.82 percent)

SECTION 1 – INTRODUCTION

1.0 Background

TOURIS**TICS** was retained as a sub-consultant to Tocher Heyblom Design Inc. (thinc design) to undertake a business case study for the Cobourg Harbour and Marina as part of the Waterfront User Needs Assessment and Detailed Design project. Cobourg Marina is one business unit within the Waterfront Operations Department. It does not receive funding from the municipal tax base because it is profitable. The town relies solely on revenues generated from user fees to pay all of the capital and operating costs of the marina. The marina has had a waiting list since 1995. The key issues to be addressed as part of the business plan are:

- A discussion of the marina in relation to supply and demand and the market within which Cobourg is situated;
- Trends in recreational boating and impacts on Cobourg Marina;
- An assessment of the opportunities for improving and enhancing revenue generation including the pros and cons for keeping the marina, closing the marina, or selling the marina;
- The options for boat lifting services:
  - Pros and cons/implications of not providing lift-in/lift-out services as part of the marina operation.
  - Pros and cons/implications of the Town renting a crane for lift-in/lift-out.
  - Pros and cons/implications of the Town purchasing a travel lift.
- A discussion regarding adding additional slips:
  - Pros and cons of providing additional slips.
  - Assessment of the optimal number of additional slips in relation to revenues.

1.1 Study Approach

In order to complete the business plan study, the following steps were taken:

- Conducted a site visit of the Cobourg Harbour and Marina to assess the facilities offered and the existing harbour infrastructure.
- Conducted a site visit to each of the harbours, marinas, yacht and boat clubs within the marina's seasonal market area.
- Contacted a representative of each of these facilities to obtain information on the number and size of slips, facilities and services offered, fees charged and user patterns.
- Conducted a telephone/email survey of marinas/yacht clubs on Lake Ontario regarding the amenities and services of importance to transient boaters.
- Contacted a representative of the Cobourg Dragon Boat & Canoe Club, Cobourg Survivor Thrivers Breast Cancer Survivors Society, and Cobourg Yacht Club regarding the operation and

program offerings of their respective facilities and number of person user days resulting from their programs.

- Conducted telephone interviews with the power and sail boat builders/manufacturers in Canada and the United States to obtain data on the current and future length, beam, and draft of boats sold and registered in Ontario, Quebec and New York, and any forecasts for growth in boat sales and boating.

- Contacted Transport Canada for information regarding the number of licensed pleasure craft in Ontario.

- Contacted the National Marine Manufacturers Association regarding the number of recreational boats in Canada and the United States.

- Reviewed financial documents provided regarding the operation of the marina.

1.2 Report Format

The report is divided into five sections or chapters. Section 2 describes the history of activity in Cobourg Harbour. Section 3 describes the existing boating facilities within the Cobourg Marina's seasonal market area and a comparison with those of Cobourg Marina. A discussion of trends in recreational boating and marinas, a profile of power and sail boaters in Ontario and projections for selected boating activities in Ontario for the period between 2017 and 2033 is found in Section 4. The fourth Section also provides projections for the number of boats in Ontario, Quebec and New York for the years from 2017 until 2033, as well as population projections for the same time period. The last Section provides a review of the financial operation, additional sources of revenue, and economic impacts resulting from the marina and harbour use. Section 5 also discusses the pros and cons of a number of options for the future operation of Cobourg Marina including pros and cons for adding additional seasonal slips, and provides financial projections for the addition of 60 and 100 slips. The pros and cons of various lift-in/lift-out options are also discussed.

Figures and tables are inserted in the text of the report as close to the first reference as practical. Detailed EXHIBITS are included in the appendix in the order in which they are referred.

1.3 Definitions of Boats Referred to in the Report

The following paragraphs provide a general definition of recreational boats using Cobourg Harbour and Marina.

Recreational boats are typically divided between motorized (i.e. power boats and sail boats) and non motorized (i.e. dinghies, keel boats, dragon boats, canoes, kayaks, and paddle boards) propelled by use of a paddle. Smaller power and sail boats typically 20 feet and under in length (i.e. 6 metres) are launched from shore each time they are used. Sail and power boats 26 feet or more in length (i.e. 8 metres) are almost always launched at the beginning of the boating season and hauled out at the end. They are kept in a slip or mooring at a marina or yacht club. Power boats are generally defined by the motor as inboard, outboard or stern drive. Sailboats are generally defined as having a single or multi hulls.

Dragon boats are 39 feet in length (i.e. 12 metres), constructed of solid teak and weigh 1,500 pounds. Twenty paddlers are guided by a cox or steersperson and kept in rhythm by a drummer seated in the bow maintaining a pace for the duration of a 500 metre course. It is said to be the fastest growing water sport in the world by anecdotal accounts.

Canoes are lightweight narrow vessels, typically pointed at both ends and open at the top, propelled by one or more seated or kneeling paddlers facing the direction of travel using a single-bladed paddle.

Kayaks are similar in shape to canoes but the inside of the kayak is enclosed and surrounds the paddler who is seated on the bottom of the vessel with their legs stretched out in front of them. Kayaks use a double-bladed paddle. Kayaks usually carry one or two paddlers whereas a canoe may carry more than two.

Stand up paddle boards range from under 10 feet (i.e. 3 metres) to 14 feet (i.e. 4.3 metres) and 24 inches to 36 inches wide. They are propelled by a single but long paddle. All of these recreational boats are currently using the Cobourg Harbour basin.

SECTION 2 – HISTORY OF COBOURG HARBOUR

2.1 The 1800's[1]

Cobourg's main beach was a stopover location for travellers along the north shore of Lake Ontario well before the incorporation of Cobourg in 1837.

In the late 1820's schooners with cargo and passengers had to anchor well off shore because the harbour was nothing more than a landing wharf. Passengers and freight could only be transported to shore after being transferred to smaller boats. To eliminate this problem and capitalize on commercial activity in the harbour, the Cobourg Harbour Company was established on March 20, 1829. The harbour company's earliest accomplishment was building the wooden Eastern Pier, at the foot of Division Street, which stretched 500 feet into the lake and was 30 feet wide. The pier was completed in 1832 and a storehouse, which extended across Division Street soon followed. This provided Cobourg with two options for vessels, the George Street wharf and the Eastern pier. To pay for the harbour improvements and future upgrades, the Harbour Company charged tolls for the use of the harbour.

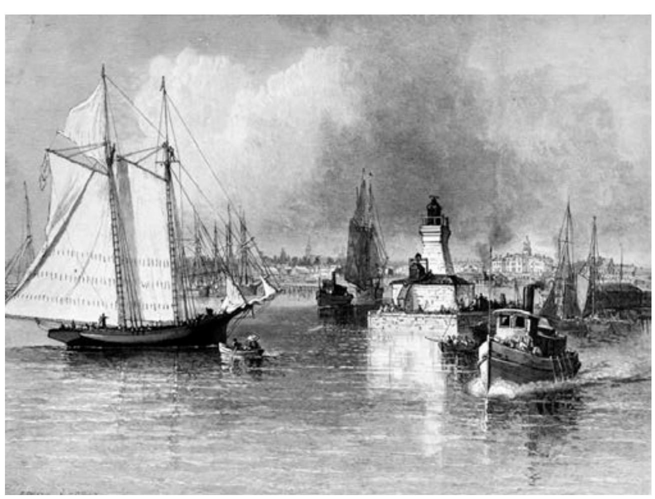
During this early period of growth in Cobourg, the waterfront was the entry point for European and American immigrants destined for the Peterborough area.

Cobourg council purchased control of the harbour in 1850 and began repairs to the existing piers and enlarged the harbour mouth. The widening of the shipping channel allowed larger ships to dock at the Eastern Pier. A new breakwater, warehouse and lighthouse were built in the harbour. The harbour could handle 100 vessels and four steamships. Several schooners arrived daily.

The Cobourg and Peterborough Railway shipped lumber and grain through the harbour after opening in 1854. In 1856, 14 million feet of lumber and 200,000 baskets of wheat were shipped from Cobourg's waterfront because of the railway. In 1861 the railway's bridge which spanned Rice Lake collapsed during the winter. A competing railway line from Port Hope to Peterborough soon opened and Cobourg lost a lot of its freight and passenger business.

The founding of the Cobourg, Peterborough and Marmora Railway and Mining Company in 1866 helped to revitalize commercial activity on the waterfront. The railway had steamships on Rice Lake which carried iron ore from Marmora across the lake to connect with trains on Rice Lake's south shore. The trains then ran south into Cobourg along Spring Street and to the waterfront. The ore was then transferred to ships and sent to Rochester.

Figure 1 – Cobourg Harbour 1870



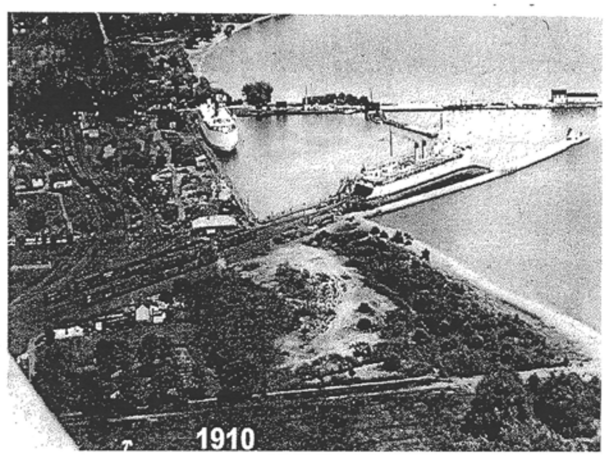
In 1874 the Canadian government built the Langevin Pier, a breakwater which extends from the foot of Hibernia Street, to help control the problem of sand filling the harbour. The breakwater was the last pier to be added to the harbour, giving it the shape it still has today.

2.2 The Early 1900's[1]

The Ontario Car Ferry Company era dominated activity on Cobourg's waterfront after it was formed in 1905 as a joint venture between the Grand Trunk Railway and the Buffalo, Rochester and Pennsylvania Railroad. The company was formed for the primary purpose of transporting coal from Pennsylvania to Ontario to power the Grand Trunk trains.

Five railway tracks cut through what are now public waterfront lands. Ferries would back up to the dock and coal cars would roll off them onto a set of tracks. The ferries moved 70,000 passengers and 12,800 railroad cars of coal yearly.

Figure 2 – Cobourg Harbour 1910



Once the depression and the Second World War hit, business slowed. By 1949 the ferries only transported 22,000 passengers and just over 425,000 tons of cargo. Both ferries were scrapped by 1952.

2.3 1950 to end of the 1900's[1]

Although steam and ferry ships ended their run of the harbour by 1950, larger ships carrying industrial related products took over Cobourg's harbour. These were mainly ships with wire for General Wire and Cable and those with oil for the oil tank farms. The massive oil tank drums stretched east of Third Street to Hibernia Street. Between Third Street and Division street it was all coal piles.

The use of the harbour for recreational boating began in 1964 when a group of local businessmen and boaters joined together to form the Great Pine Ridge Marina Association. They negotiated a lease with the federal government for space at Cobourg harbour.

[1] *Soot, sea and slime, Cobourg harbour 1950-1980*, Vince Versace, Northumberland News, 2005

Figure 3 – Cobourg Harbour 1950's

In 1967, the first Cobourg Yacht Club clubhouse was erected. With no official coast guard stationed in Cobourg's harbour until the 1970's, the yacht club and its members performed numerous rescues. The club purchased the Red Barren in 1969 to assist with rescues.

As reliance on coal diminished, the coal piles disappeared by the mid 1970's. The main waterfront area was generally viewed as an industrial location as were most harbours located on Lake Ontario.

In 1982 the harbour received its small craft designation, officially moving it away from any future deep-sea harbour activities. In 1985 the sod was turned by Mayor Mac Lees for the construction of the yacht club's new clubhouse. In 1987 the Town's harbour's secondary plan was being developed and negotiations were under way with Imperial Oil and CN Rail to gain control of the main harbour lands between Third and Division streets.[2]

In 1989 work started on a new harbour administration building which cost $526,000 and was covered by a provincial grant. The new building was completed in 1991 with two set of change-rooms. Also, by 1991, two of the last oil tanks closest to the shore were removed.[2]

Improvements to the trailer park and the building of the waterfront walkway, from Division to Green streets, occurred in 1992 at a cost of over $780,000. The walkway along the north wall of the harbour heading west from Division Street, was completed soon after with the help of the Town, the Waterfront Regeneration Trust and the Rotary and Lions Clubs.[2]

The Survivor Thrivers received charitable status from Revenue Canada and began paddling in Cobourg Harbour in 1999, followed later that year by the Cobourg Dragon Boat and Canoe Club.

In 2001 the Town finalized the purchase of the Diversey site. The cleaned up area is now home to the Rotary Harbourfront Park.[2]

2.4 2017 Harbour Users and Usage

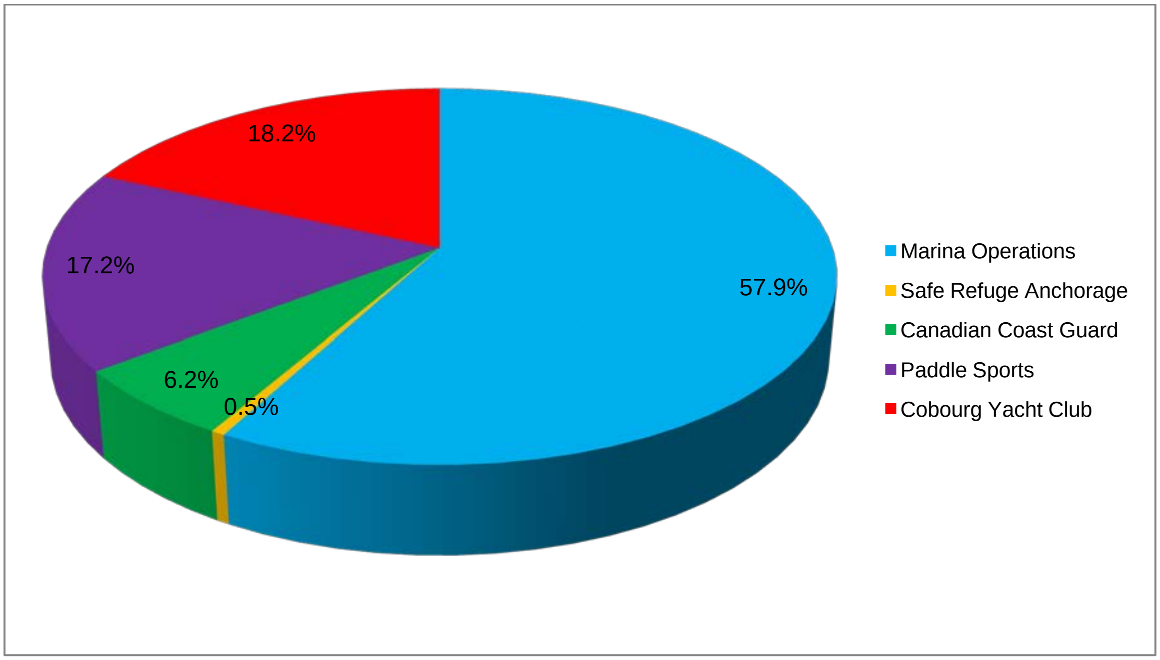
Today Cobourg Marina provides 149 seasonal and 69 transient slips[3] along with fuel sales and pump out services. The administration building has a guest reception area and washroom, shower and laundry facilities. There is a secure boat storage compound and boat launch. Figure 5 following provides an

[2] *Cobourg waterfront renaissance*, Vince Versace, Northumberland News, 2005
[3] Number of seasonal and transient slips averaged over 2015 to 2017 boating seasons

indication of the harbour usage by major user group. Marina operations which includes seasonal boaters, transient boaters, reciprocal guests and launch ramp users represents the largest number of person user days at 57.9 percent, followed by the Cobourg Yacht Club and their keel boat and dinghy program (18.2%). Paddle sports including the Cobourg Dragon Boat & Canoe Club members, canoe/kayak members, day camp customers and the Survivor Thrivers is third at 17.2 percent, followed by the Canadian Coast Guard at 6.2 percent.

Figure 4 – Cobourg Harbour 2004

Figure 5 – Current Harbour Usage in Person User Days by User Group



<u>Source:</u> EXHIBIT 5, TOURIS**TICS** and Town of Cobourg data

SECTION 3 – EXISTING RECREATIONAL BOATING FACILITIES IN COBOURG MARINA'S SEASONAL MARKET AREA

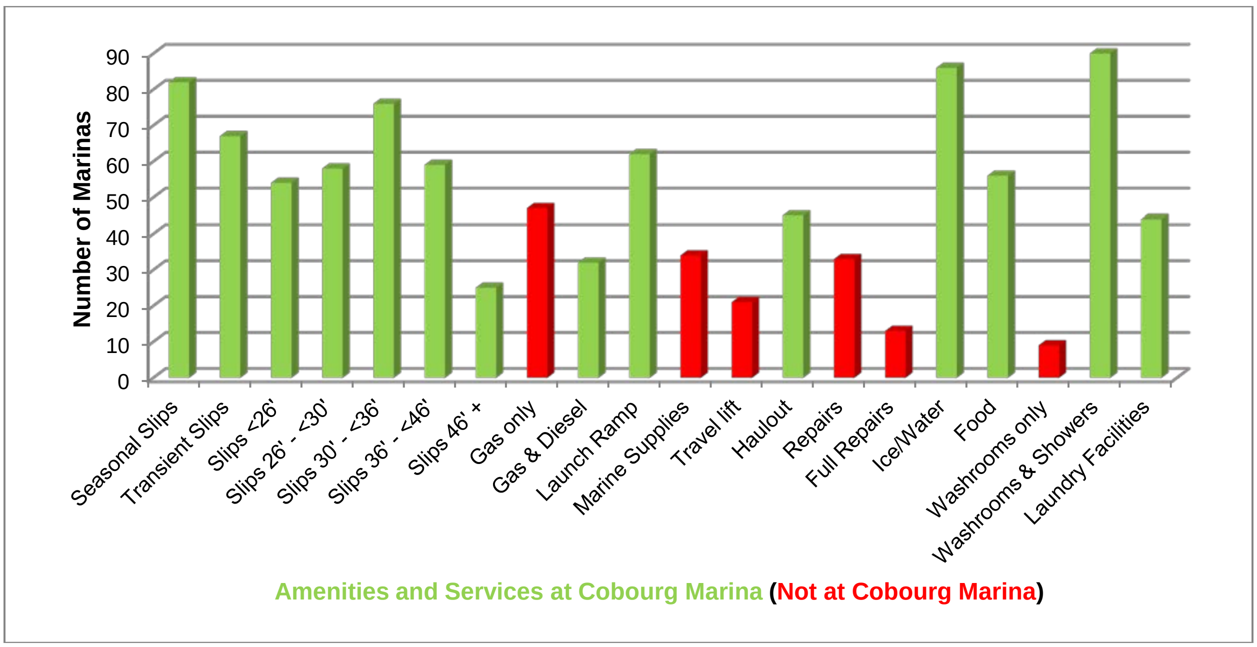
3.1 Boating Facilities

There are 92 public and private marinas, yacht and boating clubs within Cobourg Marina's major seasonal boater market.[1] See Figure 6 on the following page. In addition there are launch ramps at 62 of these facilities providing the opportunity to use trailered boats, small aluminum boats, canoes, kayaks, paddle boards, and standup paddle boards. Each of these facilities is described in detail in EXHIBIT 1 at the end of this report.

3.2 Amenities and Services

The 92 boating facilities in the seasonal market area have 13,593 slips and moorings of which 12,368 are seasonal and 1,225 dedicated transient. As shown in Figures 7 and 8 following, Cobourg Marina compares favourably with the seasonal area boating facilities in terms of amenities and services that are provided. On site repair services and marine supplies are nice services to have and a good source of marina revenue but not essential. Providing gas and diesel fuel is an advantage with the projected increase in the length of boats and their greater dependence on diesel fuel rather than gas. The provision of washrooms, showers and laundry facilities is especially important in attracting a strong transient boater market.

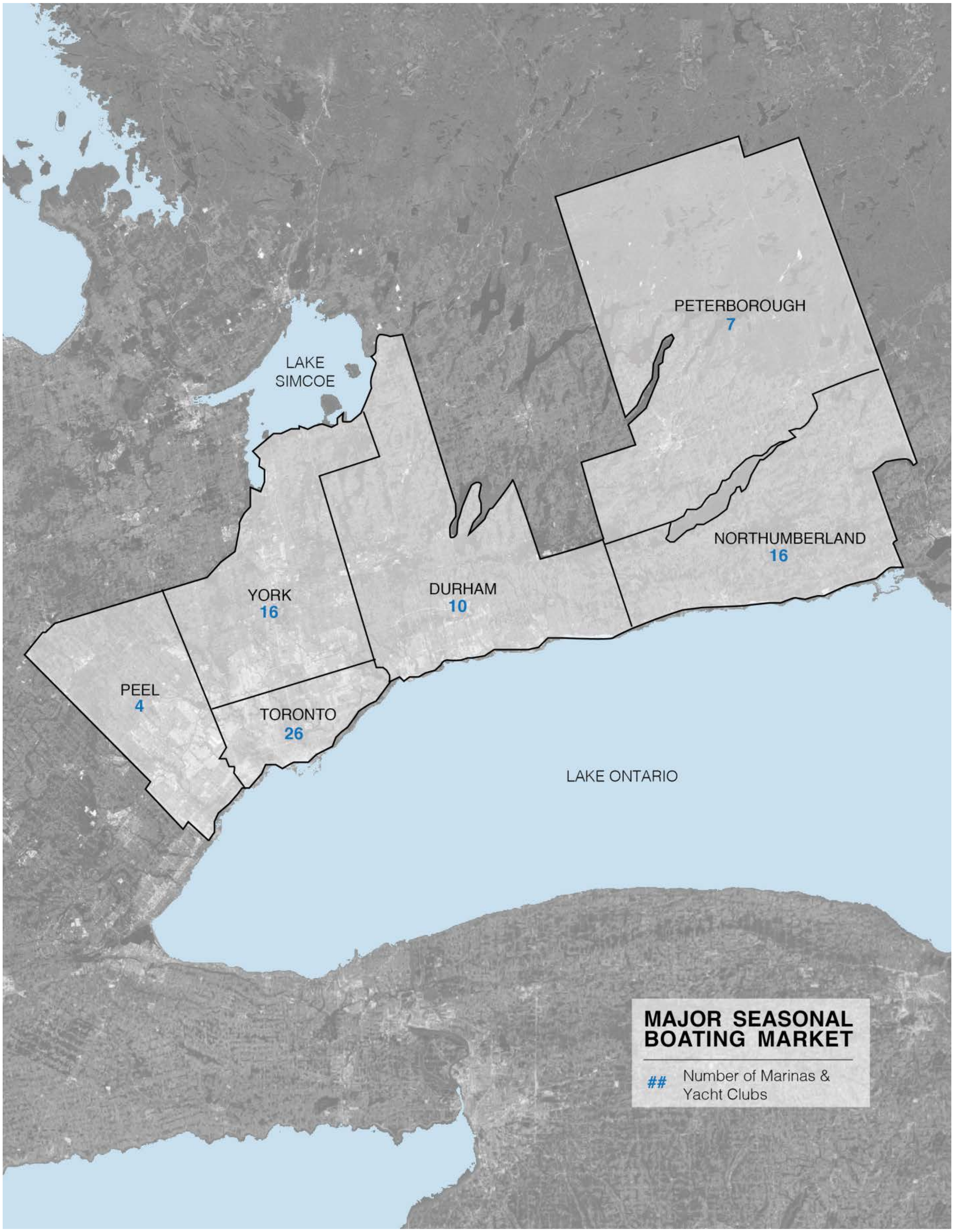
Figure 7 – Amenities and Services at Boating Facilities in Seasonal Market Area



The lack of 50 amp. power will be a drawback in attracting bigger boats with more onboard amenities. Rental boats are a good service to provide for a major tourism destination; can generate some additional revenue; and provide an opportunity for partnership with a local business. Boat and motor sales while not important in attracting seasonal or transient boaters can be an important additional source of income for a marina especially in the off-season. While on-site parking is desirable for seasonal boaters, a number of

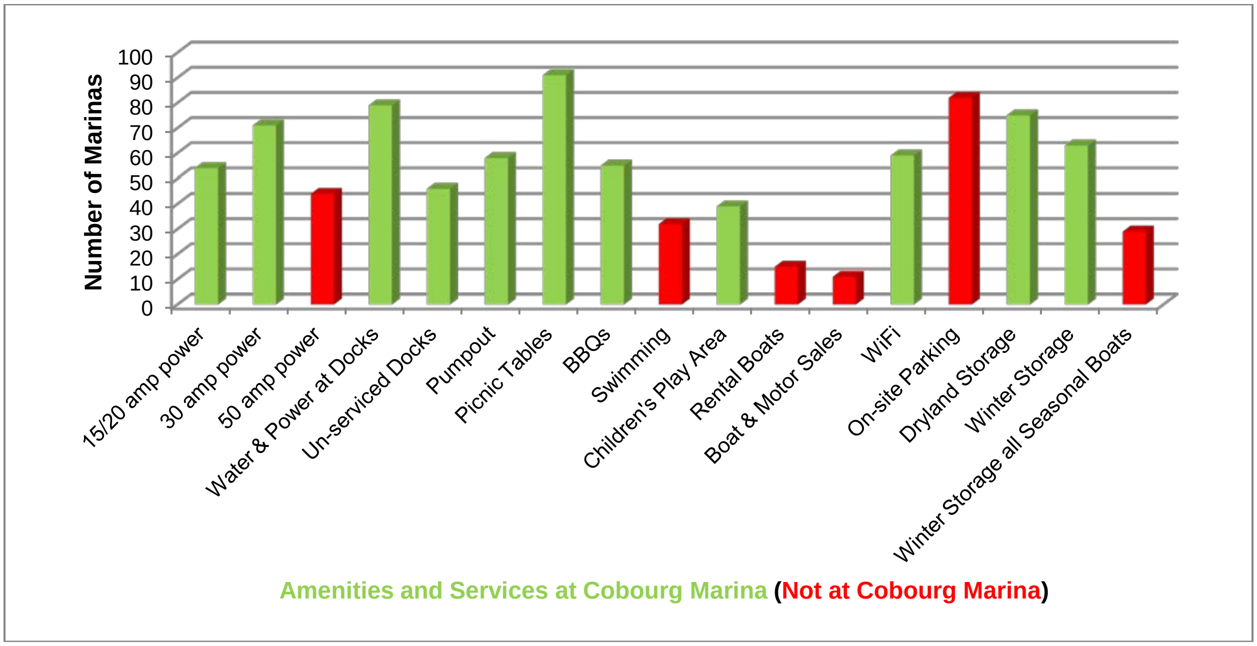
[1] Based on an analysis of postal codes for the seasonal boaters at the marina from 2015 to 2017, 93.5 percent of the seasonal boaters are from Cobourg and Northumberland County (73.0%), Durham Region and Peterborough County (13.0%), and Metropolitan Toronto and York and Peel Regions (7.5%).

Figure 6 – Cobourg Marina's Major Seasonal Market Area



municipal marinas either do not provide on-site parking or provide less than one space for each seasonal slip in the marina. Winter storage which is available at Cobourg Marina is an essential source of revenue for marinas, generating 25 to 30 percent of total revenue. Only 29 of the boating facilities in the seasonal market area are able to provide winter storage for all of their seasonal boaters. In fact, only 68.2 percent of the seasonal boats in 2017 were winter stored within the market area (EXHIBIT 1B). Cobourg has an opportunity to increase its share of winter stored boats.

Figure 8 – Amenities and Services at Boating Facilities in Seasonal Market Area



3.3 Seasonal and Transient Slip Users

During the 2017 boating season 91.7 percent of the 12,368 seasonal slips were occupied. As shown in Table 1 below, the occupancy rate increased with the length of slip. Anything over 95 percent is considered full occupancy by industry standards. Low demand for un-serviced slips and demand beyond capacity for slips 40 feet and longer were cited as the reasons for un-occupied slips during the 2017 season. Twenty four of the facilities have active waiting lists, the majority of which are for slips 36 feet or longer.

Table 1 – Seasonal Slip Occupancy by Slip Length

Slip Length	Number of Seasonal Slips	Occupancy
<26 ft.	2,047	83.1%
26 ft to <30 ft.	2,283	89.9%
30 ft. to <36 ft.	3,511	93.1%
36 ft. to <46 ft.	3,789	94.7%
46 ft. +	738	98.6%
Total	12,368	91.7%

The 1,230 transient slips hosted 22,600 transient boats. The average length of stay was 1 day. Cobourg Marina attracted over 1,300 transient boats with the average length of stay being 1.7 days.

3.4 Comparison of Cobourg Marina's Boating Facilities with those in Seasonal Market Area

As shown in Table 2 following, the 2017 occupancy rate for seasonal slips at Cobourg Marina was above that of the combined facilities in the seasonal market area. On the other hand, Cobourg Marina has a much higher percentage of transient slips, the lowering of which might alleviate some of demand from boaters on the waiting list for seasonal slips. The marina has a higher percentage of slips less than 30 feet and a lower percentage of slips 30 or more feet in length. Seasonal and transient boaters at Cobourg marina are better served than the other facilities in terms of having a fuel dock, pump out service, launch ramp and on-site winter storage. The marina has a much lower percentage of un-serviced slips than the facilities in the seasonal market place (2.8% vs. 10.9%). The percentage of slips with 30 amp power at Cobourg Marina is similar to seasonal market place (57.8% vs. 54.4%). While only 16.7 percent of the other facilities offer 50 amp. power, there is none available at Cobourg Marina. Our interviews with other marinas indicated that 16 marinas are considering adding 50 amp. power to a number of their slips. Table 3 following indicates that there are many strengths and opportunities for recreational boating in Cobourg Harbour, placing Cobourg in an enviable position for dealing with the current and future recreational boating market. We believe that the strengths and opportunities for recreational boating in Cobourg Harbour out-weigh the weaknesses and threats.

Table 2 – Boating Facilities at Cobourg Marina Compared with Seasonal Market Area

		Cobourg Marina		Seasonal Market Area	
Number of Seasonal Slips	Seasonal Slips Occupied	149	100.0%	12,613	95.4%
Dedicated Transient Slips as Percentage of Total Slips		33.5%[1]		9.0%	
Percentage of Slips <26 feet		22.0%		16.2%	
Percentage of Slips 26 feet to <30 feet		27.1%		18.5%	
Percentage of Slips 30 feet to <36 feet		21.1%		29.3%	
Percentage of Slips 36 feet to <46 feet		21.5%		30.2%	
Percentage of Slips 46 feet and over		8.3%		5.8%	
Percentage of Facilities with Fuel Dock		100%		51.1%	
Percentage of Facilities with Pump Out		100%		63.0%	
Percentage of Facilities with Launch Ramp		100%		67.4%	
Percentage of Total Slips Un-serviced Slips		2.8%		10.9%	
Percentage of Slips with 30 amp Power		57.8%		54.4%	
Percentage of Slips with 50 amp Power		0%[2]		16.7%	
Percentage of Facilities with on-site Winter Storage		100%		68.5%	

[1]varies from year to year depending on need for seasonal slips
[2]15.6% of slips have access to 2 x 30 amp. power

Based on the market comparison above, we recommend that Cobourg increase the number of slips 30 feet to less than 36 feet, and 36 feet to less than 46 feet; and increase the number of un-serviced slips and slips with 50 amp. power.

3.5 Comparison of Cobourg Marina's Rates and Fees with Seasonal Market Area

We have compared the rates and fees to be charged at Cobourg Marina during the 2018 boating season with those at 12 marinas in the seasonal market area with at least 200 slips offering the same facilities and services (EXHIBIT 2). These services include:

- Slips with at least 30 amp power and water;
- Un-serviced slips;
- Summer land storage;
- Pump out service;
- Transient slips;

Table 3 – Strengths, Weaknesses, Opportunities and Threats for Recreational Boating in Cobourg Harbour and Marina Basin

Strengths	Weaknesses
• Has existing active marina • Marina generates profit each year with no need for tax payer subsidization • Safe refuge harbour with Canadian Coast Guard • Close proximity to downtown Cobourg • Provides access to waterfront • In Town with stable local economy • Surrounded by a growing population base with age categories having high participation rates in boating • Strategically located to attract transient boaters • Proximity to U.S. transient boater market which is starting to recover from downturn 2008-2010 • Easy access to off-site facilities transient boaters are looking for • Boating activity attracts residents and tourists to the waterfront and downtown area of Cobourg • The harbour and marina support other water-based activities, such a fishing, canoeing, and kayaking • Provides access for boaters to world class fishery	• Current finger docks designed for smaller boat market • Need for more slips 30 feet or longer • East Pier/Breakwater will require major budget for refurbishment • Insufficient 50 amp. power • No power or water service for reciprocal boaters on centre pier • Recreational planning for boating is becoming more complex and contentious • Municipal budgets are limited and in competition with increasing demand for non-water oriented recreational activities and other priorities • Basin requires dredging
Opportunities	**Threats**
• Large number of boating enthusiasts reside and are attracted to Cobourg's waterfront areas • Boating appeals to persons of all ages and income levels • Growing recreational boating market • Growth in the number of bigger boats • Boats are being developed as "floating cottages" moored in local marinas thereby reducing travel time to cottage • One of few harbours considered a safe refuge harbour • Transient boating is on the upswing • Transient boaters use restaurants, retail and shopping outlets, and attractions close to marinas • Boating events are an additional source of income for local businesses • Recreational development of waterfront lands acts as a driver for the local economy • As an entry point to Cobourg will introduce visitors to attractions and events • Boat rentals • Additional winter storage capacity through use of former Public Works site	• Escalating marina construction costs • Escalating utility costs • Existing facilities not able to meet future boater needs • Lack of federal and provincial grant funding sources • Increasing marine fuel costs may dampen demand for power boating • Stringent environmental controls increase cost of on-going maintenance dredging • Permitting requirements may be substantial • Population of Cobourg is aging faster than Province

- Launch ramp;
- Haul-out or launch; and,
- Winter storage.

Table 4 below indicates that the rates and fees at Cobourg Marina are in the middle range compared to other facilities in the seasonal market area. Summer land storage charges and pump out fees are the lowest among the 13 comparable marinas, but haul out/launch fees are the highest.

Table 4 – Comparison of Rates and Fees in Seasonal Market Area

	Slip with Service	Un-serviced Slip	Summer Land Storage	Pump Out	Daily Transient Fee	Daily Launch Ramp Fee	Haulout/ Launch Fee	Outside Winter Storage
Highest $	$108.00/ ft.	$78.00/ ft.	$65.00/ft.	$22.00/ tank	$2.00/ft.	$25.00	**$15.50/ft.**	$63.60/ft.
Lowest $	$45.00/ ft.	$39.50/ ft.	**$22.00/ft**	**$10.00/ tank**	$1.40/ft.	$8.85	$3.25/ft.	$12.60/ft.
Cobourg Marina	$67.00/ ft.	$57.00/ ft.	**$22.00/ft.**	**$10.00/ tank**[1]	$1.80/ft.	$9.50	**$15.50**	$22.00/ft.

Source: EXHIBIT 2
[1] Does not reflect service pump out rate of $19.75

As a further analysis of the rates charged within the seasonal market area we undertook to compare them based on 17 facilities and services[1] considered by boaters to be the most desirable features in a marina (EXHIBIT 3).[2] Each of the marinas was evaluated based on features and values. Where a marina had a feature or service, but it was considered in need of improvement a lesser value was assigned (i.e. 4 rather than 5 for docks, 2 rather than 3 for a launch ramp) (EXHIBIT 4). Port Whitby Marina, Outer Harbour Marina, Krates Marina Limited and Crate Marine Belleville received the maximum score of 62. Cobourg Marina received the maximum score for 13 of 17 facilities and services rated for a total score of 53. See Figure 9 following. Lack of on-site vehicle parking (5 points), Clean Marine Certification (3 points), on-site repair services (2 points), and marine supplies (2 points) were responsible for the score of 53. Given the maximum score received for 13 of 17 facilities and services rated, Cobourg Marina's fees are good value for the facilities and services provided. It should also be noted that the marina is actively working on attaining a Clean Marine Certification; a mobile repair service is available on-site; and a marine supply store is available within one block of the marina.

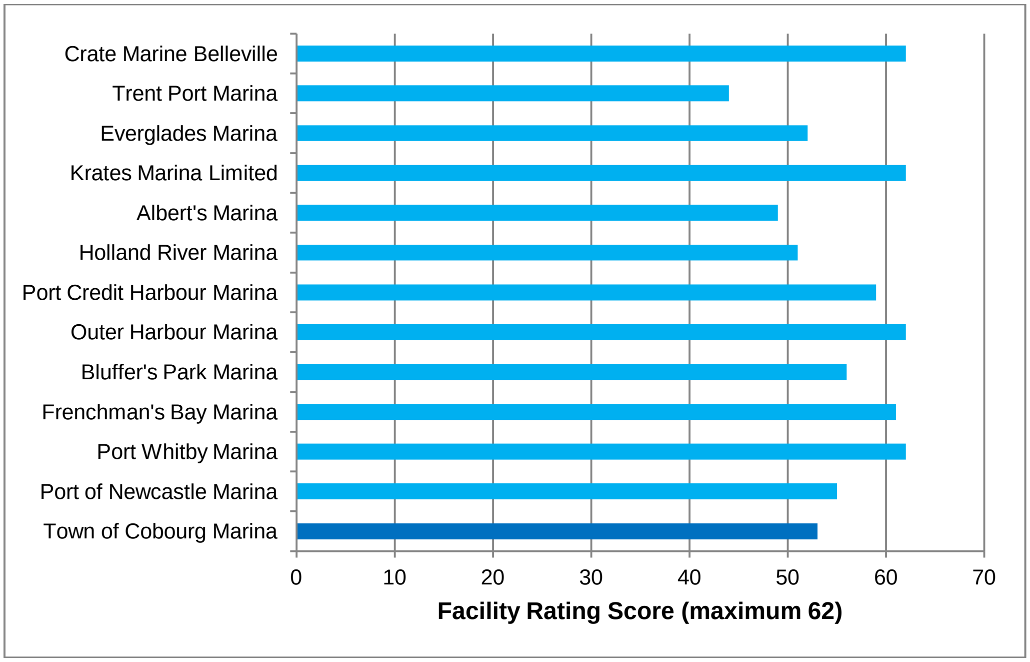
3.5.1 Annual Rate Increases

Our interviews with marina operators throughout the seasonal market area indicated that annual rate increases are typically held to three to four percent due to the highly competitive nature of the market place and the fear of losing boaters if rates are increased too much in one season. Within the past two years these increases have held to two to three percent. Since there are no indications that marina operating costs will decrease in the future, it is expected that rates will continue to rise in the two to four percent range annually. One-time increases above three to four percent do occur when additional revenue is required for capital improvements. The rate increases at Cobourg Marina between 2015 and 2017 and those proposed for 2018 were and are in line with the area facilities. Trent Port Marina (Quinte West) and Bluffer's Park Marina (Scarborough) conduct an annual survey of rates at area marinas and sets their rates in the middle which has the approval of Council. Outer Harbour Marina (Toronto) uses the Bank of Canada Consumer Price Index (CPI) as a minimum in setting their annual rates.

[1] Safe piers, main & fingers docks; Vehicle parking; Washrooms; Water service on docks; Haul-out, launch & winter storage; Hydro (30 amps.) on docks; Security 24 hours; Pump out service; Fuel dock; Wi fi connection; Staff available for assistance; Launch ramp; Clean marine certification; Repair services; Marine supplies; Mast crane; Laundry facilities.

[2] 75 boat owners were interviewed at the Toronto International Boat Show between January 12 and 21, 2018 regarding the features they felt were most desirable at a home marina. They were then asked to rate each feature on a scale of 1 to 5, with 5 being the most desirable. We were not allowed to ask for any personal information, nor did we ask them to identify their home marina.

Figure 9 – Comparison of Marinas in Seasonal Market Area Based on 17 Facilities and Services



Source: EXHIBIT 4

When above normal increases in rates are necessary, it is good business practice to inform the long-term boaters as to the reason for this need (i.e. unusually high dredging costs, winter storm damage, major infrastructure improvements, etc.). It also has to be realized that operating marinas is a business and businesses at worst are expected to break-even but more realistically are expected to be revenue-positive.

SECTION 4 – TRENDS IN RECREATIONAL BOATING AND MARINAS

4.0 Introduction

The profile of boaters and the use of their boats have changed significantly over the past decade and all indications are that they will continue to do so in the future.

Previously it was not unusual to go out on the boat for the better part of at least one day on the weekend and a couple of evenings during the week. Today's work and family commitments place numerous demands on one's time, and the result is that most boats are actually being used less and less. Many marina operators have told us that 40 percent or more of their seasonal boaters never take their boat out of the slip during the boating season. Years ago boaters wanted to escape from the hectic day-to-day issues by taking the boat out – with a cooler, some sandwiches and favourite eats and drinks. Today's boaters still want to escape, but want to bring it all with them – a refrigerator, hot-tub, air conditioning, television, WiFi, cell service and lots more. And yet time aboard is becoming less and less.

Less than a decade ago the trending range for recreational boats was from 30 to 40 feet. Today, the typical demand is for much larger vessels (i.e. 46 feet and over) and smaller boats (i.e. 24 to 28 feet). Boats have been getting longer, wider and deeper and have more things on-board that require power. 30 and 50 amp service is the standard for average marinas today, and it can range to 100 to 200 amps for larger sized boats.

The change in how boats are used affects every aspect of the boating industry with one common theme – ease of use combined with comfort. For marinas and yacht clubs, this means providing and maintaining sturdier and more spacious docking facilities, deeper water depths, upgraded physical appearances, more attractive restrooms, upgraded electricity for boats, better lighting, and usually more and/or upgraded amenities.

The boating population is basically of two components: a) those who have been in boating for some time and are continuing (and that pool is growing older and shrinking – see sub-section 4.1 following); and b) those who have never been in boating or not for a long time. The new population is even more demanding and has higher expectations in terms of use and enjoyment. When these are compromised, the desire to stay in boating is dramatically challenged. The cost of entry and use for boating are rising faster than inflation. Low cost, entry-level boats are scarce. The boating industry and marinas need to continue to seek ways of attracting new boaters.

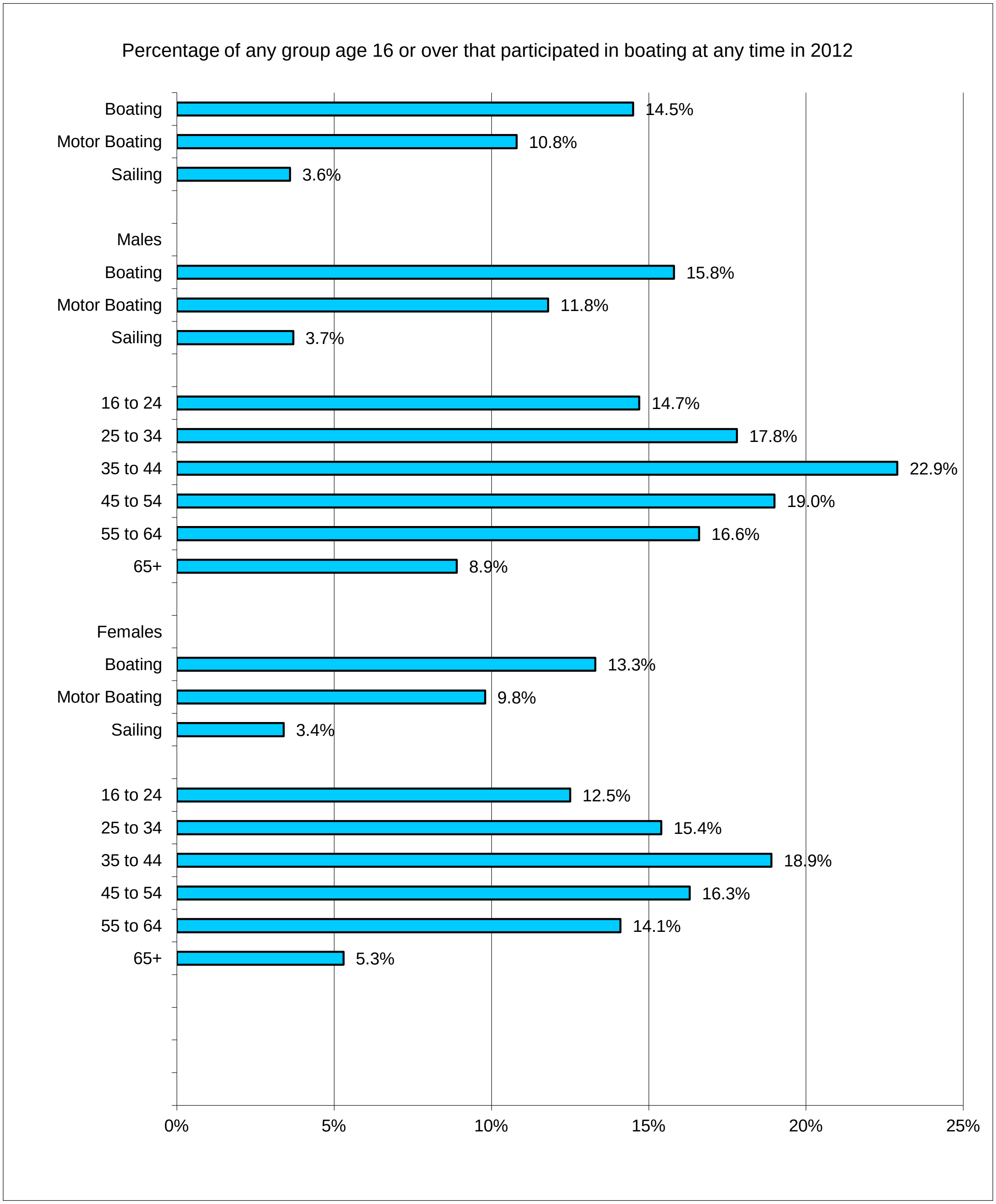
4.1 Boater Profile

In 2012, 14.5 percent of Ontario's population 16 or over participated in boating.[1] The participation rate by males (i.e. 15.8%) is only slightly higher than that for females (i.e. 13.3%). For both males and females the highest participation rate is in the 35 to 44 and 45 to 54 age groups (i.e. 22.9% and 19.0% respectively for males and 18.9% and 16.3% respectively for females) (Figure 10). Power and sail boaters are represented in all levels of attained education, although those with some university education and those with a university degree are the highest at 21.2 and 25.5 percent respectively. While boating also appeals to all employment categories, those employed in professional, administrative and managerial, and skilled labour positions have the highest participation rates at 28.8 percent and 24.6 percent respectively. The largest number of boaters comes from households earning $40,000 to $74,999, although the highest participation rate is within those from households earning $100,000 or more.

Between 2000 and 2015, the age of the average new boat buyer has increased from 45 to 53. During that same time period the percentage of new boat buyers under 40 has shrunk by nearly one-half (Figure 11). With the aging of the population it is important that the percentage of those 55 and over buying a new boat has increased substantially.

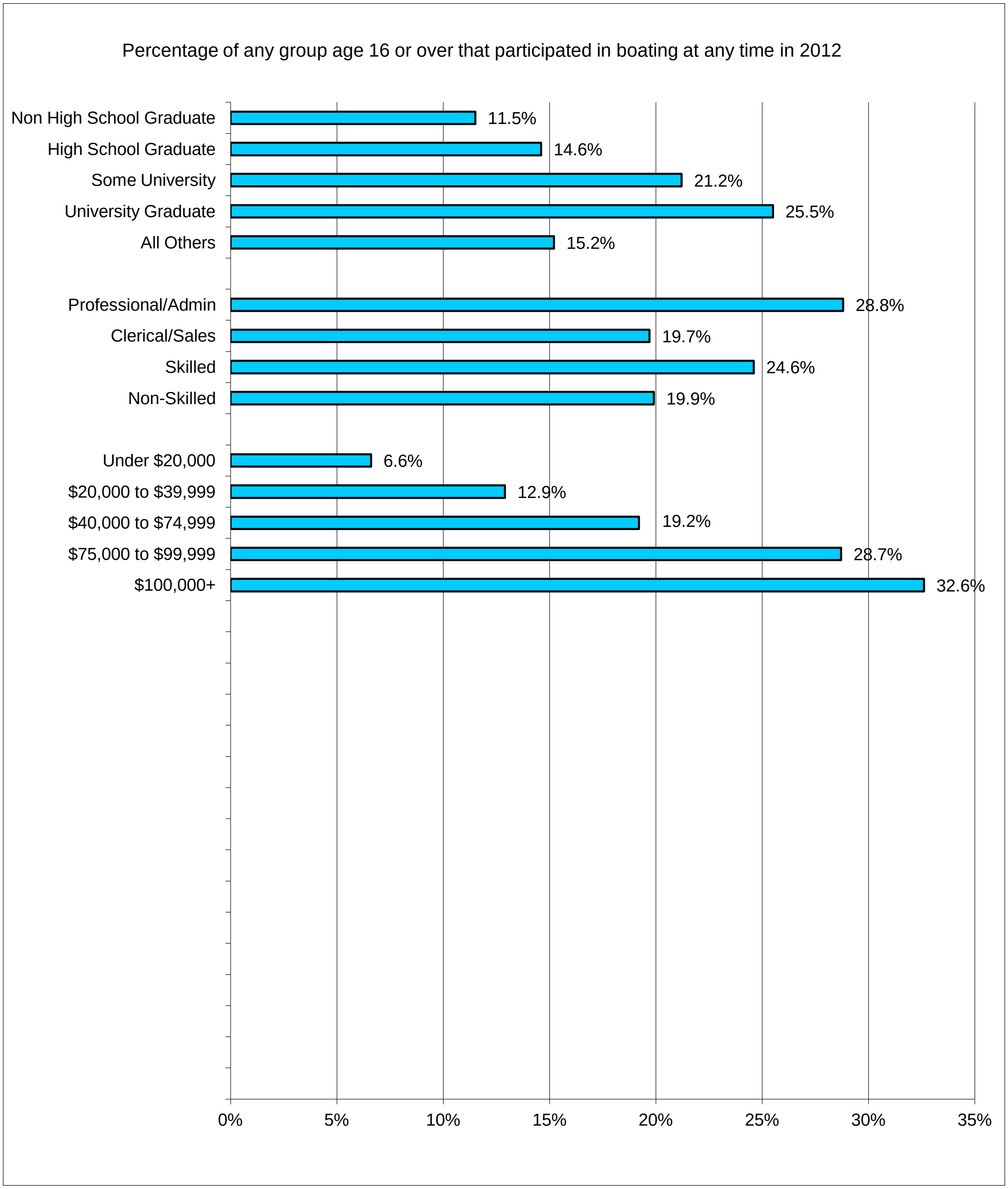
[1] Statistics Canada, General Social Survey and Ontario Ministry of Tourism, Culture and Sport

Figure 10 – Boating[1] Participation in Ontario



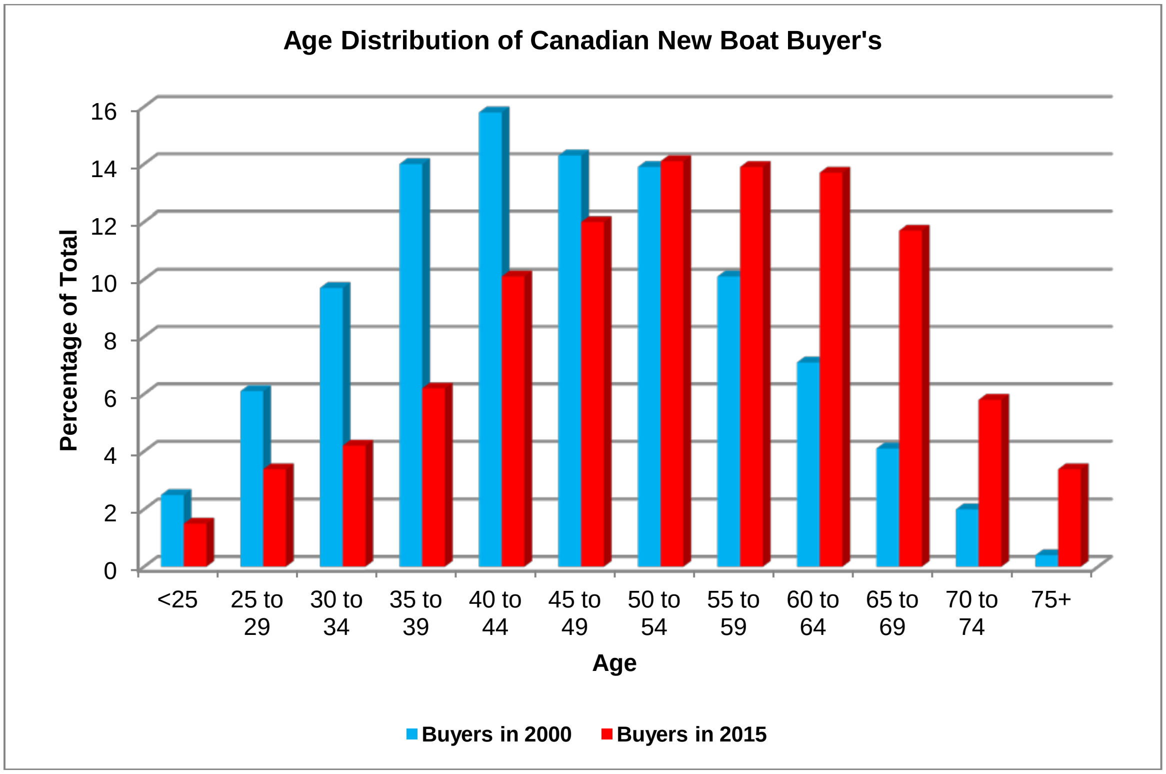
[1] Includes in-board and outboard motor boating and sailing, excludes canoeing, kayaking and motorized personal watercraft

Figure 10 – Boating[1] Participation in Ontario (Continued)



Source: Statistics Canada, General Social Survey and Ontario Ministry of Tourism, Culture and Sport

Figure 11 – New Boat Buyer Age Distribution



Source: National Marine Manufacturers Association, Boating Industry Magazine

4.2 Projected Growth in Boating Activities

Between 2010 and 2035 participation in power boating, sailing, canoeing, kayaking and rowing are all projected to increase. It should be noted however, that the increases in power boating and sailing are much slower than those of the other activities. There are no comparable projections available for outrigger canoeing and dragon boat racing, although anecdotal information based on the increased number of members at area clubs suggests that participation in these activities is also in a growth mode.

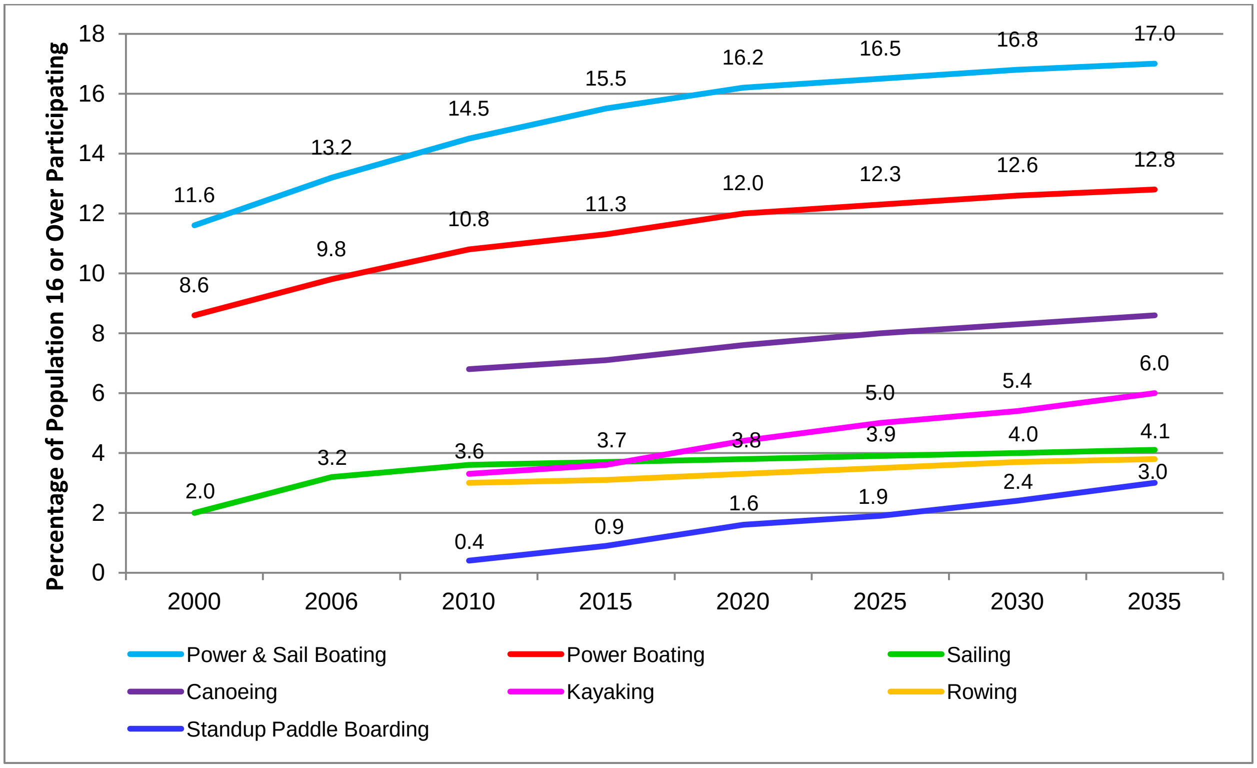
Based on data provided by Statistics Canada, General Social Survey and Ontario Ministry of Tourism, Culture and Sport (Figure 12) participation in power boating, sailing, canoeing, kayaking and rowing is projected to increase over the 25 years between 2010 and 2035 as shown in Table 5.

Table 5 – Participation in Boating Activities

Activity	2010	2015	2020	2025	2030	2035
Power Boating	10.8%	11.3%	12.0%	12.3%	12.6%	12.8%
Sailing	3.6	3.7	3.8	3.9	4.0	4.1
Canoeing	6.8	7.1	7.6	8.0	8.3	8.6
Kayaking	3.3	3.6	4.4	5.0	5.4	6.0
Rowing	3.0	3.1	3.3	3.5	3.7	3.8
Standup Paddle Boarding	0.4	0.9	1.6	1.9	2.4	3.0

As a result of the increased interest in canoeing, kayaking, rowing, outrigger canoeing, dragon boat racing, paddle boating, and stand up paddle boarding, many marinas are striving to accommodate these types of boating activities. Rental of small non-motorized watercraft has become an additional revenue source for a number of marinas in Ontario.

Figure 12 - Projected Growth in Percentage of Ontario's Population Participating in Selected Boating Activities



Source: Statistics Canada, General Social Survey; Ontario Ministry of Tourism, Culture and Sport

Table 6 provides an indication of the current participation rate by age group in canoeing, kayaking, rowing and standup paddle boarding. It is not possible to compare Figure 12 and Table 6.

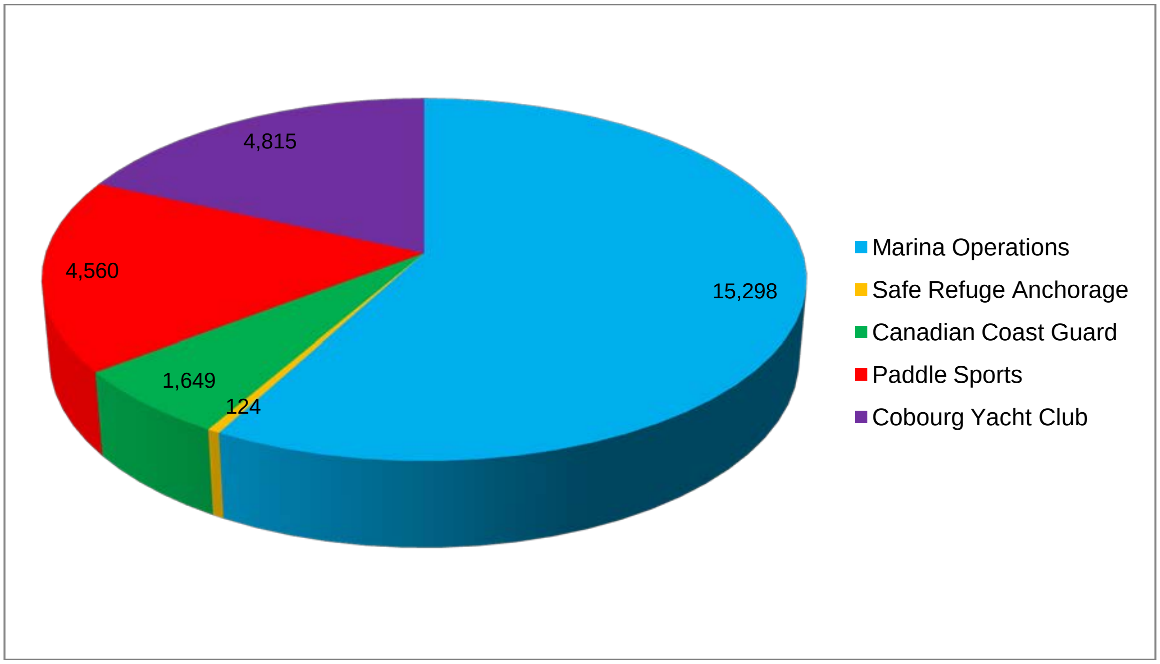
Table 6 – Participation in Paddle-Oriented Boating By Age Group

Age Group	Canoeing	Kayaking	Rowing	Standup Paddle Boarding
Under 18	6%	6%	3%	1.8%
18 to 24	6	7	4	1.3
25 to 44	4	6	4	1.6
45 +	2	3	3	0.3

4.3 Current Level of Motorized and Non-Motorized Boating Use in Cobourg Harbour

Marina operations which seasonal and transient boaters, and those using the launch ramp constitute the largest share of current users with 15,298 person user days (Figure 13). While we have no data regarding independent use of Coburg Harbour for dry sailing, canoeing, or kayaking, the information provided by the Survivor Thrivers, and Cobourg Dragon Boat & Canoe Club indicates a combined total of 4,560 person user days. The Cobourg Yacht Club is the second largest user of the harbour and marina with 4,815 person user days. Based on the projected growth rates, the level of use is expected to dramatically increase over the next 10 year period.

Figure 13 – Total Person User Days of Cobourg Harbour and Marina by User Group



4.4 Trends at Marinas

Many marinas are now offering a new type of concierge service. Boaters call up, send an email, text or otherwise communicate with the facility when they are coming to use their boat, and the marina will check out the boat to make sure it is working, batteries are charged, fuel and water tanks are full, and if desired, clean it and/or provide provisions. Some charge for all or a part of the service. The effect is to enhance the boating experience and make the boater feel special. Given the amount of time that boats increasingly sit unused, this type of service becomes that much more valuable. A large percentage of Cobourg Marina's seasonal boaters travel a much longer distance to use their boats than is the industry norm and typically only for the weekend. This type of service might appeal to some of the seasonal boaters and would provide an additional source of revenue for the marina.

Some marinas, particularly those catering to the transient boater market are providing freshly baked muffins, juices, fresh coffees and teas, and the morning newspaper delivered to the boat at the customer's preselected or marina designated times. Some facilities charge for this service, others are including it in their transient slip charges. Other marinas are working in concert with local businesses to provide such amenities as provisioning, laundry and dry cleaning for a fee. Bicycle availability for free or as a rental, is becoming more popular with transient boaters.

Many marinas are changing themselves to becoming a destination both for transients as well as locals. Festivals, cookouts and social functions are no longer the anomaly at marinas. Today's marinas are increasingly hospitality focused facilities for both boaters and non-boaters.

The boating industry is to a greater degree being accessed through high-tech interface. Mobile device access is increasingly key. Apps are also increasingly important, with a growing number of marinas generating a larger portion of their customer traffic through mobile devices. Customer expectations for boating support apps and GPS-enabled route planning are also increasing. Digital connectivity will be just as important as physical connectivity for the next generation of boaters. Boaters will be looking for marinas equipped with cellular boosters, charging ports and more robust electrical systems. Website and app design will continue to grow in importance as a critical part of marina infrastructure.

Most marinas have 'dead' space, whether upland or in-water. On the docks this might be an area with very shallow water depths or an area that has limited turning space or some other restriction limiting the ability to get more traditional boats into these areas. Depending on their location and access, these areas are often ripe for on dock rental for personal watercraft such as jet skis, kayaks, canoes, either in-water or on-racks. Stand up paddle boards are the hottest trend now. Finding ways to incorporate these uses has provided marinas with an additional revenue source particularly in highly competitive market areas.

In addition to facility space for customer-owned personal watercraft, many marinas are also renting out personal use nontraditional boats. In many cases, it is acting as a magnet to draw people into the marina, including especially the younger generations. There is a trend toward peaceful coexistence, if the two types of boating are properly managed to ensure boater safety and enjoyment for motorized and non-motorized boaters. More importantly, many marinas and yacht clubs indicate these uses are a stepping stone for many to become more traditional boat owners. There is an opportunity at Cobourg Marina to collaborate with local clubs (i.e. Cobourg Yacht Club, Cobourg Dragon Boat & Canoe Club), organizations (i.e. Power and Sail Squadrons), and local businesses to provide the public with rentals and learn-to and boater safety programs.

4.5 Historical Number of Boats by Length, Beam, and Draft, 2012 to 2017

Since 100 percent of the market for seasonal slips and moorings at Cobourg Marina comes from Ontario and over 95 percent of the market for transient slips comes from Ontario, Quebec and New York, we have concentrated our analysis regarding the number, length, beam and draft of these boats on these three geographic areas. The rest of the transient boaters are from Atlantic Canada, other U.S. States and overseas.

Also, since few boats under 20 feet (i.e. 6 metres) venture onto the Great Lakes for any extended period of time, primarily for safety reasons, and there is a high propensity to trailer boats under 26 feet (i.e. 8 metres) in length to launch ramps for their use rather than occupying a marina slip or moorage, we have concentrated our analysis on those boats 26 feet or longer. As shown in EXHIBIT 6, in 2017 there were approximately 55,720 registered power and sail boats of this size in Ontario, 26,930 in Quebec, and 23,650 in New York. It should be noted however, that all of the EXHIBITS used in this analysis do provide numbers for boats 20 feet and less (i.e. 6 metres or less).

The number of boats under 26 feet has increased an average of 0.5 percent per annum in Ontario, 0.3 percent in Quebec, and -0.6 percent in New York. Boats 26 feet or more on the other hand have increased 2.8 percent per annum in Ontario between 2012 and 2017. Those in Quebec have increased an average of 2.7 percent each year between 2012 and 2017, and those in New York 0.2 percent each year.

Our interviews with government officials, boat manufacturers and marina owner/operators in Ontario, Quebec and New York indicate that the stronger economic growth in Canada until 2008 and confidence in a return to a stronger economy in 2011 and 2012 after the downturn of 2008-2010 were the reasons why Ontario and Quebec boaters bought larger boats as first time buyers or traded-up for larger boats as repeat buyers at a much faster rate than those in New York. Our interviews with U.S. officials did indicate there are positive signs for an economic recovery in New York State beyond 2017. Boat manufacturers and boaters also tell us that the movement toward bigger boats results from a movement away from cottage ownership. Larger boats in some cases have as many staterooms as cottages have bedrooms. The typical drive to a cottage in Ontario is 1½ to 2 hours whereas to a seasonal slip it is normally 30 minutes or less.

4.5.1 Length

The length or length overall (LOA) is the maximum length of the boat's hull measured parallel to the waterline. It is the most commonly used way of expressing the size of a boat, and is used for calculating the cost of a marina slip lease. The number of boats 20 feet to less than 26 feet (i.e. 6 metres to less than 8 metres) has increased 0.9 percent per annum between 2012 and 2017 in Ontario, 0.7 percent per annum in Quebec, and decreased 1.4 percent per annum in New York (EXHIBIT 6). These are the boats that are typically used for fishing, water skiing and wakeboarding and are trailered to a launch ramp for each activity day. Boats 26 feet to less than 30 feet (i.e. 8 metres to less than 9 metres) have increased 1.4 percent per annum in Ontario, and 1.2 percent in Quebec, but decreased 1.9 percent in New York. Those 30 feet to less than 36 feet (i.e. 9 metres to less than 11 metres) have increased 2.6 percent per annum in Ontario, 2.4 percent in Quebec, and decreased 0.5 percent in New York. Boats 36 feet to less than 46 feet (i.e. 11 metres to less than 14 metres) have increased 4.0 percent per annum in Ontario, 3.8 percent in Quebec, and 2.5 percent in New York. Those boats 46 feet or more (i.e.14 metres or more) in length, increased 4.5 percent per annum in Ontario, 4.3 percent in Quebec and 0.4 percent per annum in New York. Our discussions with boating officials and marina owner/operators in New York indicated that the wealthier boaters owning the largest boats have been less affected by the poor economy in the state since 2007. 2017 also marked the first year since 2012 that all categories of boat sizes in New York showed an increase. Boats in these five size categories are the ones that are currently using the slips in Cobourg Marina.

4.5.2 Beam

The beam of a boat is its width at the widest point measured at the vessel's normal waterline. Within Ontario, Quebec, and New York there were approximately 563,930; 272,550; and 228,800 power and sail boats respectively with a beam of 6 feet 6 inches to less than 10 feet (i.e. 2 metres to less than 3 metres); 26,470; 12,790;and 9,230 respectively from 10 feet to less than 13 feet (i.e. 3 metres to less than 4 metres); and 13,190; 6,380; and 6,000 respectively with a beam of 13 feet or more (i.e. 4 or more metres) in 2017 (EXHIBIT 7).

Between 2012 and 2017, the number of boats in Ontario with a beam of 6 feet 6 inches to less than 10 feet saw an increase of 0.5 percent annually. Those with a beam of 10 feet to less than 13 feet increased 4.2 percent each year and those 13 feet and wider increased 4.4 percent per annum. The increase in the beam of boats in Quebec was similar. Boats with a beam of 6 feet 6 inches to less than 10 feet decreased 0.3 percent per annum, while those 10 feet to less than 13 feet and 13 feet and wider increased by 4.0 percent and 4.3 percent each year. In New York boats 6 feet 6 inches to less than 10 feet decreased an average of 0.5 percent each year. Those 10 feet to less than 13 feet decreased 0.1 percent each year, while those 13 feet and wider increased 0.2 percent per annum.

What is clearly evident from these numbers is that boats are getting longer and wider and Cobourg Marina will need to recognize this trend in order to maintain or possibly increase their share of the Ontario, Quebec and New York boater market.

4.5.3 Draft

Draft is the vertical distance of a boat between the waterline and the bottom of the hull or keel in the case of a sail boat. Draft determines the minimum depth of water a boat can safely navigate. As boats have grown in length and beam (width) between 2012 and 2017, their draft has also increased though at a much more uniform rate than length and width. EXHIBIT 8 demonstrates that in Ontario the rate of annual increase for boats with a draft of 2 feet to less than 5 feet (i.e. 0.61 metres to less than 1.52 metres) was 0.6 percent per annum while Quebec showed an increase of 0.4 percent per annum, and New York a decrease of 0.5 percent per annum. Those boats in Ontario with a draft of 5 feet to less than 6 feet (i.e. 1.52 metres to less than 1.83 metres) and 6 feet or more (i.e. 1.83 metres or more) increased 1.8 percent and 2.5 percent each year respectively. Boats in Quebec exhibited an increase of 0.6 percent in the 5 feet to less than 6 feet, and 0.8 percent each year with a draft of 6 feet or more. New York's boats decreased 0.5, 0.5 and 0.2 percent per annum respectively in the 2 feet to less than 5 feet, 5 feet to less than 6 feet, and 6 feet or more of draft categories.

EXHIBITS 10, 11 and 12 provide monthly statistics for the number of pleasure craft licenses granted, cancelled, and the total additional registered pleasure craft in Ontario between 2013 and 2017 as reported by Transport Canada, Pleasure Craft Licensing.

4.6 Projected Number of Boats 2018 to 2033

Based on our discussions with boating officials and boat manufacturers/builders in Canada and the United States, we have projected that the total number of boats in Ontario less than 20 feet in length (i.e. less than 6 metres) will increase from approximately 1,015,900 in 2018, to 1,057,100 by 2033, an increase of 4.0 percent over that period. Those 20 feet to less than 26 feet (i.e. 6 metres to less than 8 metres) will increase from approximately 55,800 in 2018, to 56,800 in 2021, to 57,400 by 2024, to 58,000 by 2027, to 58,400 by 2030, and reach approximately 58,700 by 2033, an increase of 5.2 percent over that period. Boats in Ontario 26 feet or more in length (i.e. boats that are typically kept at marinas or yacht clubs) are projected to increase from approximately 57,600 in 2018, to 63,800 in 2021, to 69,000 by 2024, to 74,400 by 2027, to 79,600 in 2030, and reach approximately 84,500 by 2033, an average increase of 3.1 percent per annum (EXHIBIT 13). Our discussions with boating officials in Quebec, New York, and the National Marine Manufacturers Association (NMMA) in Chicago indicates that the total number of boats in Quebec 26 feet or more in length (i.e. 8 metres or more) will increase from approximately 27,500 in 2018, to 29,500 in 2021, to 31,600 in 2024, to 33,900 in 2027, to 36,300 in 2030, and reach approximately 38,900 by 2033, an average annual increase of approximately 2.8 percent over that period (EXHIBIT 17). In New York, boats 26 feet or more in length are projected to increase from approximately 24,200 in 2018, to 25,900 by 2021, to 27,700 in 2024, to 29,600 by 2027, to 31,700 by 2030, and reach approximately 34,000 by 2033, an increase of approximately 2.7 percent per annum over that period (EXHIBIT 21).

The growth rate in each category was derived from data available between 2012 and 2017 and the projections provided by boat manufacturers/builders in Canada and the United States for what they will sell between 2018 and 2033 and the number of boats that Transport Canada, Service Canada believes will be registered in Ontario and Quebec, and the number the New York Department of Motored Vehicles believes will be registered during the 2018 to 2033 time period.

4.6.1 Length of Ontario Boats

Between 2018 and 2033 the number of boats by length in Ontario is projected to grow as follows:

Table 7 – Projected Growth in Ontario Boats by Length (2018 to 2033)

Length	2018	2021	2024	2027	2030	2033	% increase
20 ft. to <26 ft. (6 m. to <8 m.)	55,800	56,800	57,480	58,050	58,380	58,710	5.2%
26 ft. to <30 ft. (8 m. to <9 m.)	13,720	15,000	15,470	15,920	16,310	16,640	21.3%
30 ft. to <36 ft. (9 m. to <11 m.)	21,860	23,840	25,690	27,550	29,260	30,760	40.7%
36 ft. to <46 ft. (11 m. to <14 m.)	13,870	15,530	17,150	18,840	20,500	22,100	59.3%
46 ft. and over (14 m. or more)	8,180	9,410	10,680	12,060	13,500	14,970	83.0%

Source: EXHIBIT 13

This projected increased growth in the length of boats will have a particularly strong impact on the facilities in the seasonal market area where there is already a shortage of longer slips and a number of the fairways that are sub-standard in terms of width. This shortage will be further exacerbated as there will be a need to modify the number of slips to accommodate wider beam widths. For those facilities that are currently using the entire water basin, an increase in slips lengths and/or space between finger docks may mean a reduction in the overall number of slips provided. It will also have a particularly negative impact on those facilities with fixed docks. For Cobourg Marina to continue to attract its fair share of seasonal boaters it will be necessary to increase the number of docks 36 feet to less than 46 feet and add docks that are 46 or more feet in length.

4.6.2 Beam of Ontario Boats

The trend toward wider boats in the years 2012 to 2017 is also expected to continue for the period between 2018 and 2033 (EXHIBIT 14), as shown in Table 8 following. Facilities with already narrow slips will be negatively impacted by the increased growth in wider boats, especially those with fixed docks.

Table 8 – Projected Growth in Ontario Boats by Beam (2018 to 2033)

Beam	2018	2021	2024	2027	2030	2033	% increase
6 ft. 6" to <10 ft. (2 m. to <3 m.)	566,520	574,340	585,650	597,740	611,390	618,610	9.2%
10 ft. to <13 ft. (3 m. to <4 m.)	27,700	31,690	36,600	42,300	48,960	55,660	100.9%
13 ft. and over (4 m. or more)	13,820	15,900	18,470	21,480	25,080	28,760	108.1%

Source: EXHIBIT 14

4.6.3 Draft of Ontario Boats

Between 2018 and 2033 the draft of boats in Ontario is projected to grow as shown in Table 8 following. The projected increase in length and berth of boats does not mean a proportionate increase in the draft of the boats as boat designers are providing design features which create stability without significantly increasing the draft. Cobourg Marina will not be adversely affected by the projected increase in the number of boats requiring more draft.

Table 9 – Projected Growth in Ontario Boats by Draft (2018 to 2033)

Draft	2018	2021	2024	2027	2030	2033	% increase
3 ft. to <4 ft. (0.91 m. to <1.22 m.)	135,890	138,100	139,790	141,400	142,740	143,840	5.8%
4 ft. to <5 ft. (1.22 m. to <1.52 m.)	30,040	31,560	33,000	34,480	35,950	37,500	24.8%
5 ft. to <6 ft. (1.52 m. to <1.83 m.)	2,690	2,870	3,050	3,240	3,430	3,660	36.1%
6 ft. or more (1.83 m. or more)	1,310	1,420	1,520	1,650	1,800	1,990	51.9%

Source: EXHIBIT 15

4.6.4 Length of Quebec Boats

The projected growth of boats in Quebec is expected to mirror that of Ontario but at a lower rate, with the exception of those 30 feet to less than 36 feet (9 metres to less than 11 metres) are projected to match the growth rate of those in Ontario (41.1% vs. 40.7%). The projected growth rate of Quebec boats should ensure a continued strong transient boater market from that province for Cobourg Marina and the other marinas in the seasonal market area.

Table 10 – Projected Growth in Quebec Boats by Length (2018 to 2033)

Length	2018	2021	2024	2027	2030	2033	% increase
20 ft. to <26 ft. (6 m. to <8 m.)	26,940	27,340	27,760	28,180	28,600	29,020	7.7%
26 ft. to <30 ft. (8 m. to <9 m.)	6,510	6,720	6,950	7,190	7,430	7,670	17.8%
30 ft. to <36 ft. (9 m. to <11 m.)	10,510	11,260	12,060	12,920	13,840	14,830	41.1%
36 ft. to <46 ft. (11 m. to <14 m.)	6,640	7,220	7,860	8,550	9,300	10,110	52.3%
46 ft. and over (14 m. or more)	3,890	4,290	4,730	5,220	5,750	6,340	62.9%

Source: EXHIBIT 17

4.6.5 Beam of Quebec Boats

As with Ontario, boats in Quebec with a beam 10 feet or more (i.e. 3 metres or more) are projected to have the highest growth rates in the period between 2018 and 2033.

Table 11 – Projected Growth in Quebec Boats by Beam (2018 to 2033)

Beam	2018	2021	2024	2027	2030	2033	% increase
6 ft. 6" to <10 ft. (2 m. to <3 m.)	273,050	274,470	275,850	277,170	278,370	279,460	2.4%
10 ft. to <13 ft. (3 m. to <4 m.)	13,290	14,910	16,730	18,750	21,020	23,550	77.2%
13 ft. and over (4 m. or more)	6,640	7,500	8,470	9,560	10,780	12,160	83.1%

Source: EXHIBIT 18

4.6.6 Draft of Quebec Boats

Between 2018 and 2033 the number of boats by draft in Quebec is projected to grow as follows:

Table 12 – Projected Growth in Quebec Boats by Draft (2018 to 2033)

Draft	2018	2021	2024	2027	2030	2033	% increase
3 ft. to <4 ft. (0.91 m. to <1.22 m.)	65,670	66,330	67,010	67,730	68,450	69,210	5.4%
4 ft. to <5 ft. (1.22 m. to <1.52 m.)	13,300	13,430	13,570	13,720	13,860	14,010	5.3%
5 ft. to <6 ft. (1.52 m. to <1.83 m.)	1,100	1,130	1,150	1,180	1,210	1,230	11.8%
6 ft. or more (1.83 m. or more)	510	540	570	590	620	650	27.5%

Source: EXHIBIT 19

4.6.7 Length of New York Boats

New York officials are indicating that the economy in the state is projected to slowly improve during the next five years leading to an increase in the number of boats purchased in the state. This should mean an increase in the number of transient boaters from the state capable of visiting the boating facilities on the Ontario side of Lake Ontario and in particular Cobourg Marina. The boats most likely to visit Cobourg Marina are those with the highest projected growth rates as shown in Table 13 (i.e. 30 feet or more in length).

Table 13 – Projected Growth in New York Boats by Length (2018 to 2033)

Length	2018	2021	2024	2027	2030	2033	% increase
20 ft. to <26 ft. (6 m. to <8 m.)	16,510	16,720	16,950	17,190	17,430	17,670	7.0%
26 ft. to <30 ft. (8 m. to <9 m.)	5,040	5,190	5,340	5,490	5,660	5,840	15.9%
30 ft. to <36 ft. (9 m. to <11 m.)	6,880	7,340	7,840	8,370	8,930	9,540	38.7%
36 ft. to <46 ft. (11 m. to <14 m.)	8,210	8,890	9,630	10,430	11,300	12,230	48.9%
46 ft. and over (14 m. or more)	4,050	4,440	4,870	5,340	5,860	6,420	58.5%

Source: EXHIBIT 21

4.6.8 Beam of New York Boats

Boats in New York with the narrowest beam (i.e. 6 feet 6 inches to less than 10 feet) are projected to increase slightly by 2.0 percent between 2018 and 2033. Those with the widest beam (i.e. 13 ft. and over) are projected to almost double in number as noted in Table 14 following.

Table 14 – Projected Growth in New York Boats by Beam (2018 to 2033)

Beam	2018	2021	2024	2027	2030	2033	% increase
6 ft. 6" to <10 ft. (2 m. to <3 m.)	229,180	230,250	231,280	232,250	233,130	233,910	2.4%
10 ft. to <13 ft. (3 m. to <4 m.)	9,580	10,730	12,010	13,430	15,030	16,800	77.2%
13 ft. and over (4 m. or more)	6,280	7,180	8,200	9,360	10,680	12,190	83.1%

Source: EXHIBIT 22

4.6.9 Draft of New York Boats

As with boats from Ontario and Quebec, the projected increase in the draft of boats in New York will not affect their ability to visit Cobourg Marina. Boats with a draft of 5 feet to less than 6 feet (i.e. 1.52 metres to less than 1.83 metres) are projected to increase the most between 2018 and 2033.

Table 15 – Projected Growth in New York Boats by Draft (2018 to 2033)

Draft	2018	2021	2024	2027	2030	2033	% increase
3 ft. to <4 ft. (0.91 m. to <1.22 m.)	54,610	55,150	55,710	56,280	56,850	57,440	5.2%
4 ft. to <5 ft. (1.22 m. to <1.52 m.)	11,480	12,280	13,120	14,040	15,020	16,070	40.0%
5 ft. to <6 ft. (1.52 m. to <1.83 m.)	1,130	1,290	1,470	1,680	1,910	2,190	93.8%
6 ft. or more (1.83 m. or more)	490	540	600	650	730	810	65.3%

Source: EXHIBIT 23

4.7 Implications of Growth in Ontario, Quebec and New York Boats for Cobourg Marina

The projections for the growth in the length, beam, and draft of recreational sail and power boats in Quebec and New York exhibit a generally similar pattern to that of Ontario boats, but slower. Figure 14 following indicates that 80 percent of transient boaters at Cobourg Marina between 2015 and 2017 were from Ontario, 10 percent from Quebec, and 6 percent from New York State. Given that the economy in New York State is improving and the number of boats in New York capable of making a cross-the-lake trip is projected to increase for the first time in half a decade should mean that more New York boats will visit the north shore of Lake Ontario and Cobourg Marina. Prior to 2017, the number of boats in the state had been in a steady decline due to a weak economic situation in New York State between 2008 and 2015. Boats 26 feet or more in length (i.e. 8 metres or more) are projected to grow by 3.1 percent per annum in Ontario, 2.8 percent in Quebec, and 2.7 percent in New York between 2018 and 2033. As a result, by 2033 Ontario boats will likely generate a larger share of the transient boats visiting Cobourg Marina. This will be particularly true with boats 36 feet to less than 46 (i.e. 11 metres to less than 14 metres) and 46 feet or more (i.e. 14 metres or more). See Figure 15 following. Marinas and yacht clubs within Cobourg Marina's seasonal market area hoping to attract transient boats from Ontario, Quebec and New York will need to provide longer docks and wider slips. In order to accommodate the larger boats Cobourg Marina will need to provide more longer slips, a number of which should have 50 amp. power.

4.8 Transient Boaters

Based on our work with marinas throughout Ontario we have found that an established marina offering transient slips in a good market can expect to reach high occupancy rates on holiday weekends and established special event weekends, as shown in Table 16 following. Monday through Friday are difficult days to attract transient boaters even with attractive discounts. Special events that draw on the history of the area are of increasing interest to transient boaters. Other events that have been successful in drawing transient boaters are in-water boat shows emphasizing early wooden boats, historical reenactments portraying the municipality's early industry and its ties to the waterfront, antique/classic car shows and music festivals.

Figure 14 – Origin of Transient Boaters to Cobourg Marina

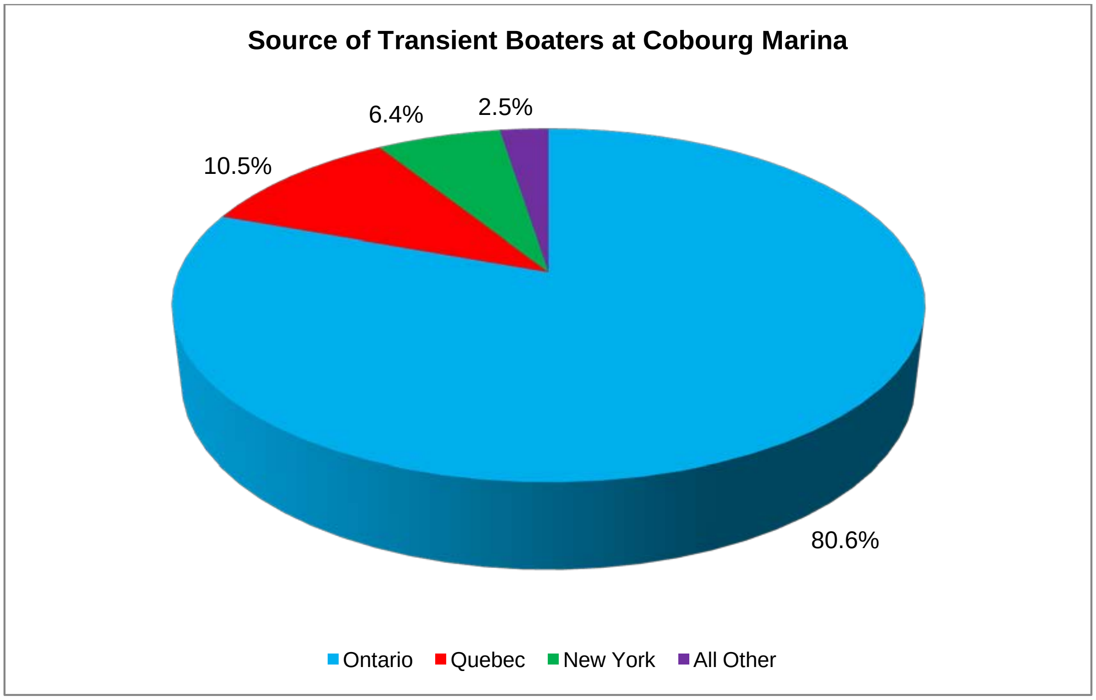


Figure 15 – Percentage Increase in Number of Boats in Ontario, Quebec and New York by Length (2018 to 2033)

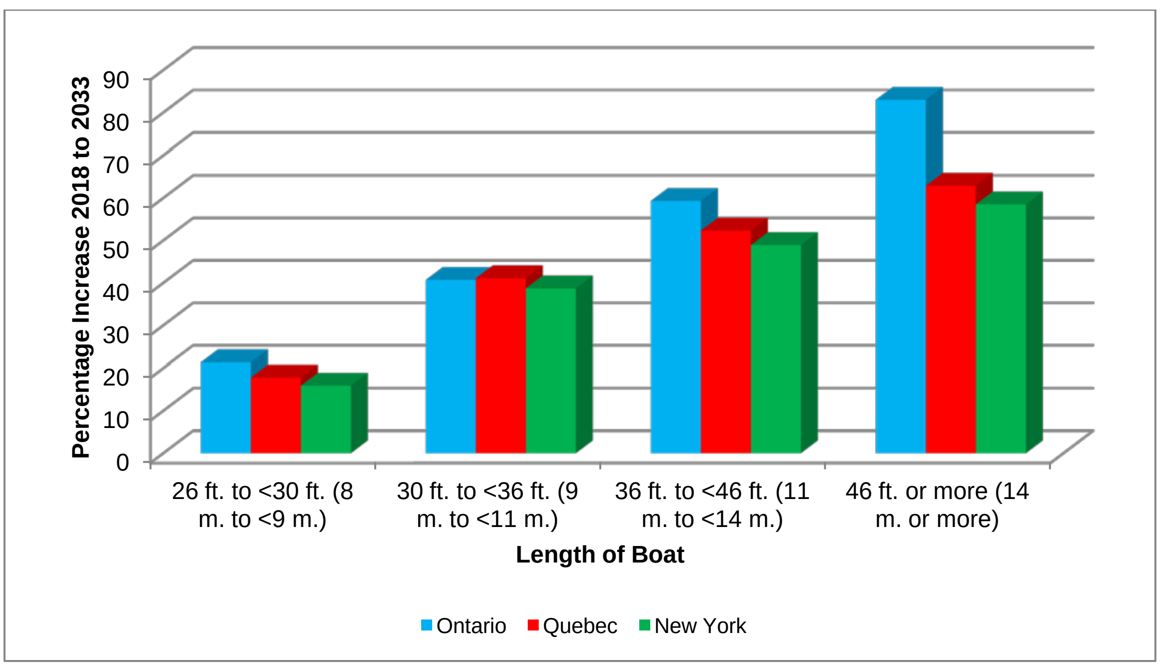


Table 16 – Occupancy Rates for Established Transient Marina in Good Market Area

Time Period	Occupancy Rate
Holiday Weekends	95 to 100% or more
Existing Special Event Weekends	85 to 100% or more
New Special Event Weekends	65 to 85%
Normal Weekends	55 to 65%
Normal Weekdays	10 to 15%

According to our interviews and email survey with the yacht and boating clubs on Lake Ontario in Ontario and New York and the St. Lawrence River in Ontario, Quebec and New York, transient boaters are looking for the following in the order of importance expressed in Table 17 following.

Table 17 – Importance of Amenities and Services for Transient Boaters

Facility/Service	Percentage Ranking Most Important	
Safe (relatively sheltered) marina basin harbour	100.0%	***Extremely Important***
Clean and well lit washrooms	100.0%	
Fuel service	100.0%	
Staff at docks to assist in docking and providing local directions and advice	100.0%	
Access to provisions within walking distance	98.4%	
Sturdy full length finger docks	95.3%	
List in marina office with telephone numbers of off-site services of interest to boaters	93.8%	
Restaurant within walking distance	90.6%	
Internet/WiFi	82.8%	***Very Important***
30 amp dockside power	82.8%	
Clean and well lit shower facilities	78.1%	
Dockside freshwater supply	76.5%	
Access to provisions on-site	67.2%	***Somewhat Important***
50 amp dockside power	64.1%	
Restaurant on-site	64.1%	
Variety of nearby attractions or events	64.1%	
Security gates at entrance to main docks	60.9%	
A place to exercise pets	51.5%	

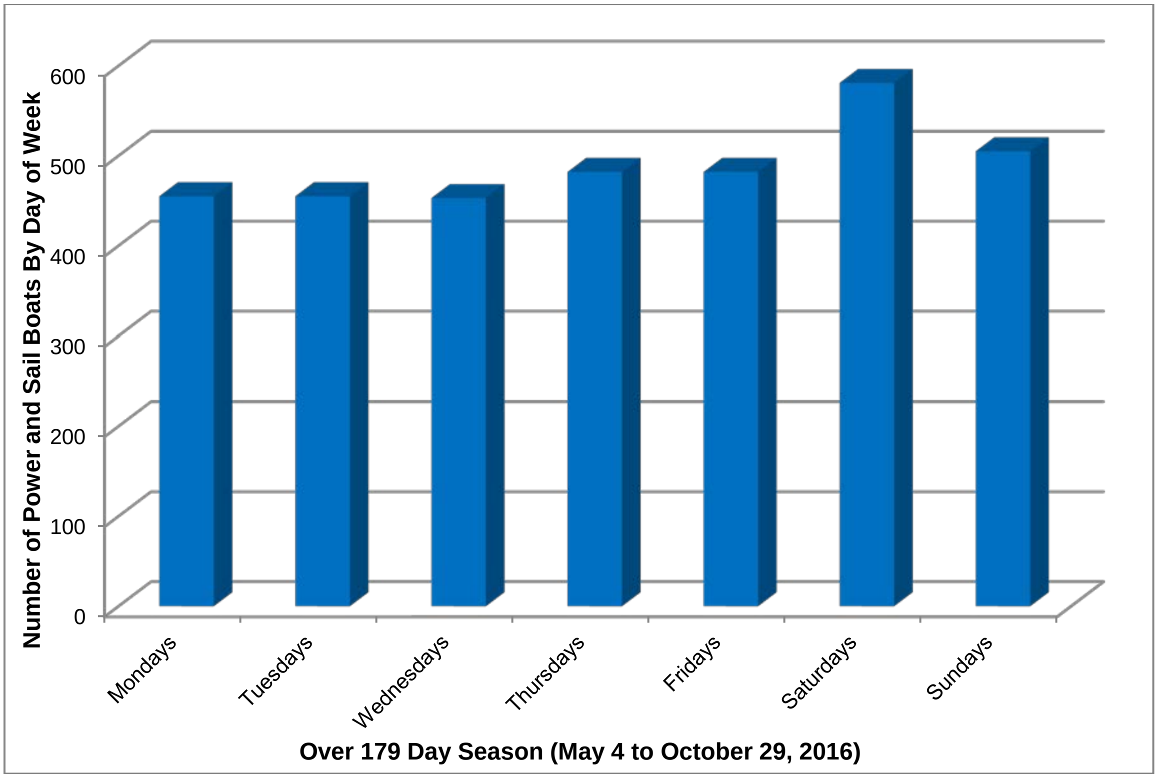
Other amenities mentioned less frequently were a pump out service, the provision of a shuttle service to town or the availability of bicycles. Since virtually all of the services and amenities mentioned above are also important in attracting the seasonal boater market there should be no additional cost to the marina or Town of Cobourg in catering to the transient boater market.

Among transient boaters those that come for special events such as festivals and regattas tend to be the highest spenders as they typically stay for more than one day. Those on their way to or from another destination tend to stay for less than half a day.

Expenditures by transient boaters at grocery stores, restaurants, cafes and lounges, marine supply outlets, other retail outlets, marine repair shops and tourist attractions and events within Cobourg can be substantial. The Ontario Ministry of Tourism, Recreation, and Culture, *Travel Activities and Motivation Survey (TAMS), 2012* indicates an average per person transient boater expenditure of $36.10 for less than a 12 hour stay, $47.00 for less than 24 hours and not overnight, and $211.30 for an overnight stay (average stay 2 nights). This assumes 2.1 persons per boat as per industry average.

Cobourg Marina is strategically located at the midpoint on the north shore of Lake Ontario for boaters travelling to and from the Golden Horseshoe Area and the 1000 Islands area. Traversing the entire distance between neighbouring marinas to the east and west of Cobourg in a single voyage is a 10 to 12 hour sail. Many boaters choose to breakup this stretch by stopping at Cobourg. As a result the marina attracts a higher than average number of overnight stays and a more even number of boats on each day of the week. See Figure 16 following. The Town of Cobourg hosts a number of signature events during the boating season (e.g. Cobourg Highland Games, Cobourg Waterfront Festival, Lakeside Antique and Classic Car Show, Downtown Cobourg Sidewalk Sale and Music Festival, Cobourg Sand Castle Festival, Northumberland Ribfest and Music Festival), and is within easy walking distance of the historic downtown and a beach.

Figure 16 – Number of Transient Boats Visiting Cobourg Marina Over 179 Day Boating Season



4.9 Socio-demographic Characteristics of the Resident Market

According to the 2016 Census, within the seasonal market area for Cobourg Marina[1] there are 19,440 persons living in the Town of Cobourg, 85,598 in Northumberland County, 748,098 in Durham Region and Peterborough County and 8,419,688 in Metropolitan Toronto, York and Peel Regions for a total of 9,272,824 in the four areas accounting for 93.5 percent of seasonal boaters at Cobourg Marina. It is evident when looking at the socio-demographic characteristics that have the highest propensity to participate in boating (e.g. occupation and household income) that the Town of Cobourg, three regional municipalities, two counties and one city are a strong market for power and sail boating participation.

Among males 35 to 44, the age group with the highest participation in boating (i.e. 22.9%), the Town of Cobourg and Northumberland County are under-represented when compared to the province (i.e. 9.2% and 9.9% respectively, compared to 12.5% for Ontario). Durham Region and Peterborough County, and Metropolitan Toronto and York and Peel Regions are over-represented (12.4% and 13.3% respectively compared to 12.5% for the province). The overall seasonal market area is over-represented when

[1] 73 percent of seasonal boaters at Cobourg Marina from 2015 to 2017 were from Cobourg and Northumberland County; 13 percent from Durham Region and Peterborough; and 7.5 percent from the Metropolitan Toronto and York and Peel Regions

compared to the province (i.e. 13.2% compared to 12.5%). The second highest participation rate among males falls in the 45 to 54 year age category (i.e. 19.0%); in this case the overall area is again over-represented when compared to the province (i.e. 15.2%, and 14.8% respectively), while the Town of Cobourg and Northumberland County are slightly under-represented at 12.3 and 14.0 percent respectively. See EXHIBIT 25 and Figure 10. A similar pattern occurs with the proportion of females compared to the province. The proportion of the female population within the Town of Cobourg and Northumberland County are under-represented in the 35 to 44 age group (i.e. 8.9% and 9.8% respectively, compared to 13.0% for the province) which has the highest participation rate in boating (i.e. 18.9%). The overall market area is over-represented (14.1% vs 13.0% for Ontario). Females in the 45 to 54 age group, the category with the second highest participation rate in boating (i.e. 16.3%) are again over-represented when compared to the province (i.e. 15.5% for the seasonal market area compared to 14.9% for Ontario) and Cobourg and Northumberland are slightly under-represented at 12.4 and 14.6 percent respectively. It is significant that the percentage of both males and females is close to that of the province in the age category (i.e. 45 to 54) with the highest percentage of new boat purchases (Figure 10).

Occupation is a socio-demographic characteristic that is also a strong determinant of participation in boating. Within the Town of Cobourg, Northumberland County and Durham Region and Peterborough County there are proportionally slightly fewer individuals in professional/managerial/administrative occupations (i.e. 51.1%, 49.2%, and 55.4% respectively compared to the province's 56.5%), the occupation category with the highest participation level in boating (i.e. 28.8%). Due to the numbers in Metropolitan Toronto and York and Peel Regions the overall seasonal market area is over-represented in the professional/managerial/administrative occupations (i.e. 58.7% vs.56.5% for Ontario). On the other hand, skilled labour persons who have the second highest participation rate in boating (i.e. 24.6%) are over-represented in the Town of Cobourg (20.3%), Northumberland County (25.1%) and Durham and Peterborough (19.2%) compared to 18.3 percent in Ontario. Despite being under-represented in professional/managerial/administrative occupations there are still approximately 4,300 individuals in Cobourg, 20,100 in Northumberland County, and 227,240 in Durham Region and Peterborough County with a highest propensity for power and sail boating.

Household income is the strongest determinant for participation in boating. Within the income group $75,000 to $99,999; which has the second highest participation rate in boating (i.e. 28.7%), Cobourg, Northumberland County, and Durham Region and Peterborough County are all over-represented compared to the province (i.e. 15.6%, 16.4%, and 15.5% respectively compared to 14.7% for Ontario). Households with an average income of $100,000 or more have the highest participation rate in power and sail boating at 32.6 percent. In this case, Cobourg and Northumberland are under-represented compared to the province (i.e. 26.1% and 29.9% respectively compared to 34.9% for Ontario), while Durham Region and Peterborough County (40.5%), and Metropolitan Toronto and York and Peel Regions (39.7%) are over-represented.

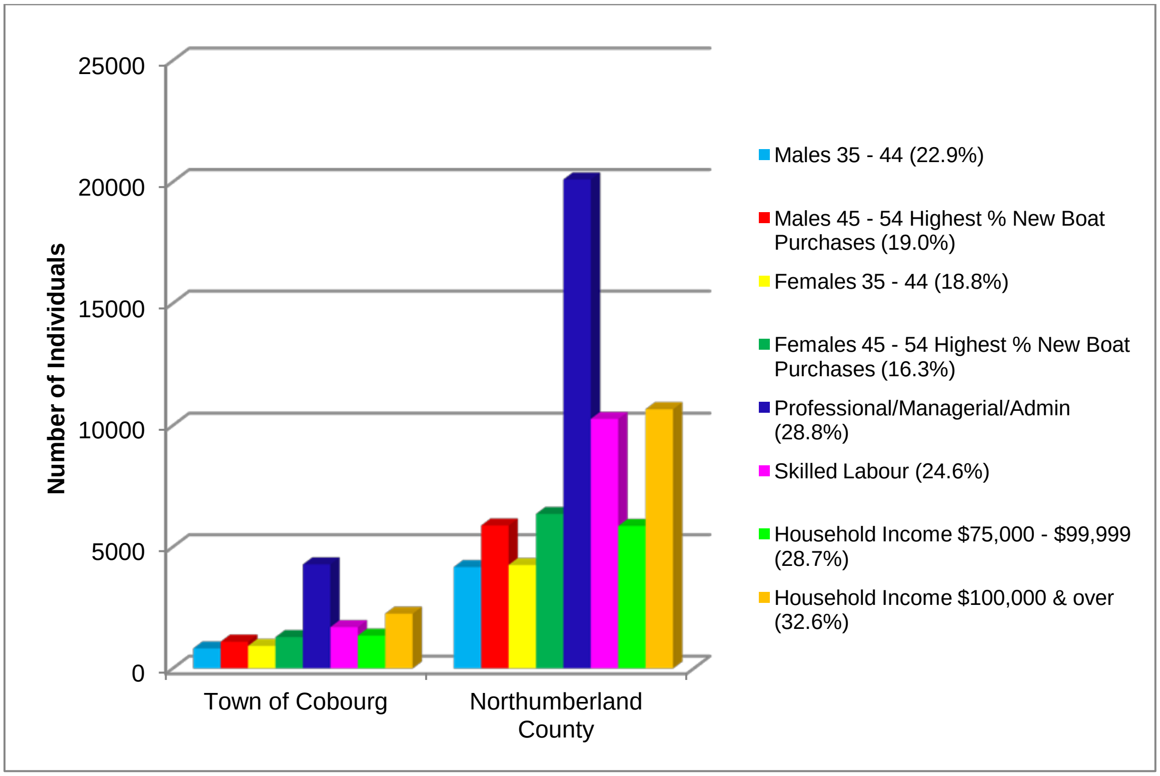
Although being under-represented in a number of the socio-demographic characteristics determining participation in power and sail boating, the number of individuals in the Town of Cobourg and Northumberland County provides a good market for seasonal boater potential. As shown in Figure 17 following there are more than 30,000 persons in Northumberland County with a high propensity to participate in power and sail boating. There are an additional 306,100 in Durham Region and Peterborough County. It is a matter of attracting the boaters with the appropriate price points and facilities and amenities most sought after by the seasonal market. Durham Region and Peterborough County are especially important as a source of seasonal slip demand.

4.10 Projected Population of Areas with Highest Potential for Seasonal Boaters 2018 to 2033

There are no data available other than by age and gender characteristics which project the population of the seasonal market area over the next twenty year period. Therefore we have used the Ontario Ministry of Finance's, *Ontario Population Projections Update, 2016 - 2041, Spring 2017* data to arrive at projections for each year (EXHIBIT 26).

The population of Northumberland County, the area with the highest potential for generating seasonal boaters to Cobourg Marina, 25 and older[1] is projected to increase from 67,210 in 2017 (32,627 males, 34,583 females), to 71,138 by 2022 (34,287 males, 36,851 females), to 74,173 by 2027 (35,572 males, 38,601 females), and reach 77,240 by 2033 (36,870 males, 40,370 females). This represents a 15 percent increase in the population between 2017 and 2033.

Figure 17 – Number of Persons in Category with Highest Participation Rate in Boating

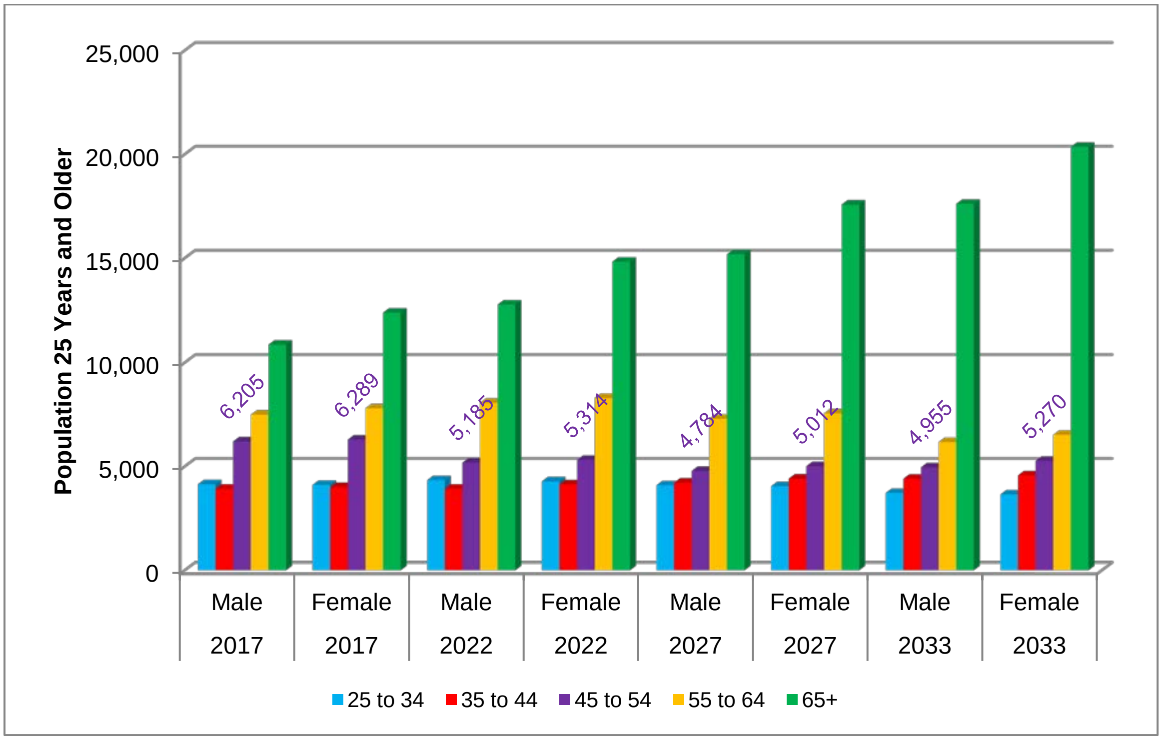


From 2017 to 2033 the number of males and females 45 to 54 (i.e. second highest participation rate in boating and highest percentage of new boat buyers) will decrease from 6,205 males and 6,289 females in 2017 to 5,185 males and 5,314 females in 2022, to 4,884 males and 5,012 females in 2027 and reach 4,955 males and 5,270 females by 2033 (Figure 18). During this same 15 year time period males and females 35 to 44 (i.e. highest participation rate in boating and second highest percentage of new boat buyers) will increase slowly from 3,927 males and 4,008 females in 2017, to 3,932 males and 4,133 females in 2022, to 4,218 males and 4,410 females in 2027, and reach 4,408 males and 4,568 females by 2033. This suggests that it will be important to pay attention to the boater needs of the 25 to 44 and 55 and over age group to offset any loses from the 45 to 54 age group if the marina is to maintain the existing number of seasonal slip holders and capture demand for any additional slips.

The population of Durham Region and Peterborough County, the area with good potential for generating seasonal boaters to Cobourg Marina, 25 and older is projected to increase from 578,553 in 2017 (278,513 males, 300,040 females), to 627,563 by 2022 (302,568 males, 324,995 females), to 671,912 by 2027 (324,088 males, 347,824 females), and reach 726,135 by 2033 (350,312 males, 375,823 females). This represents a 25 percent increase in the population between 2017 and 2033 (EXHIBIT 27).

[1] Very few power or sail boats are owned by those under 25 years of age

Figure 18 – Population Projections 2017 to 2033 (25 and over) for Area of Highest Potential (Northumberland County)



Note: An analysis of postal codes between 2015 and 2017 indicated 73% of seasonal boaters were from Northumberland County

From 2017 to 2033 the number of males and females 45 to 54 (i.e. second highest participation rate in boating and highest percentage of new boat buyers) in Durham Region and Peterborough County will decrease from 58,916 males and 61,430 females in 2017 to 53,631 males in 2023 and 56,823 females in 2022, then increase to 54,259 males and 58,390 females in 2027 and reach 60,055 males and 64,319 females by 2033 (Figure 19). Males and females 35 to 44 (i.e. highest participation rate in boating and second highest percentage of new boat buyers) will increase from 49,641 males and 53,152 females in 2017, to 53,343 males and 56,659 females in 2022, to 60,199 males and 62,863 females in 2027, and reach 66,190 males and 67,958 females by 2033. It is evident that the growth in the 35 to 44 age group will be sufficient to counter the potential loss of seasonal slip holders in the 45 to 54 age group. Durham Region and Peterborough County will be an important source of slip demand for Cobourg Marina over the next 15 year period.

EXHIBIT 28 provides projections for the Metropolitan Toronto, and York and Peel Regions that represents an area of moderate potential based on the 7.5 percent of market share of seasonal boaters from 2015 to 2017.

During the period between 2017 and 2033 the population of Ontario 25 and older is projected to increase by 21 percent from 10,103,381 (4,872,348 males, 5,231,033 females) in 2017 to 12,272,428 (5,924,526 males, 6,347,902 females) in 2037.

While the projected population growth rates in the area of highest potential will be less than that of Ontario (i.e. 15% vs. 21%) those in the areas generating some good potential (Durham Region and Peterborough County) and moderate potential (Metropolitan Toronto and York and Peel Region) will exceed the provincial growth rate (i.e. 25% and 28% respectively vs. 21%) suggesting that the areas outside of Northumberland County will increase in importance as a source of seasonal slip demand between 2017 and 2033 (Figure 20).

Figure 19 – Population Projections 2017 to 2033 (25 and over) for Area of Good Potential (Durham Region & Peterborough County)

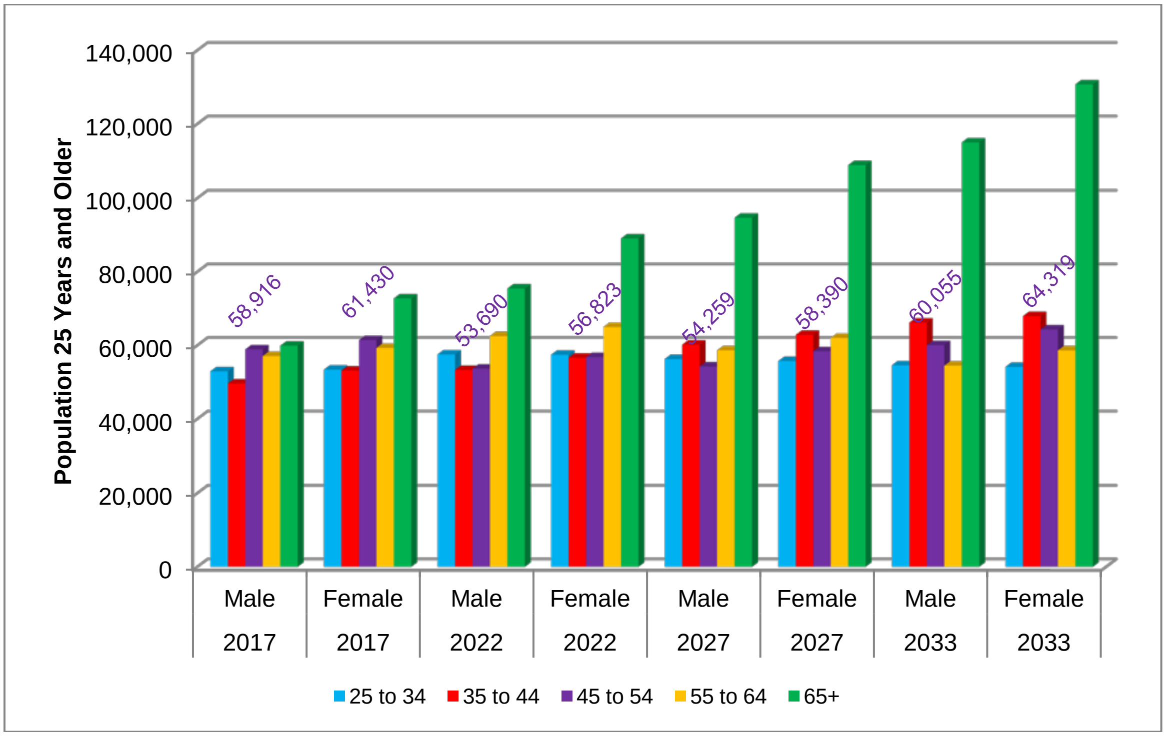
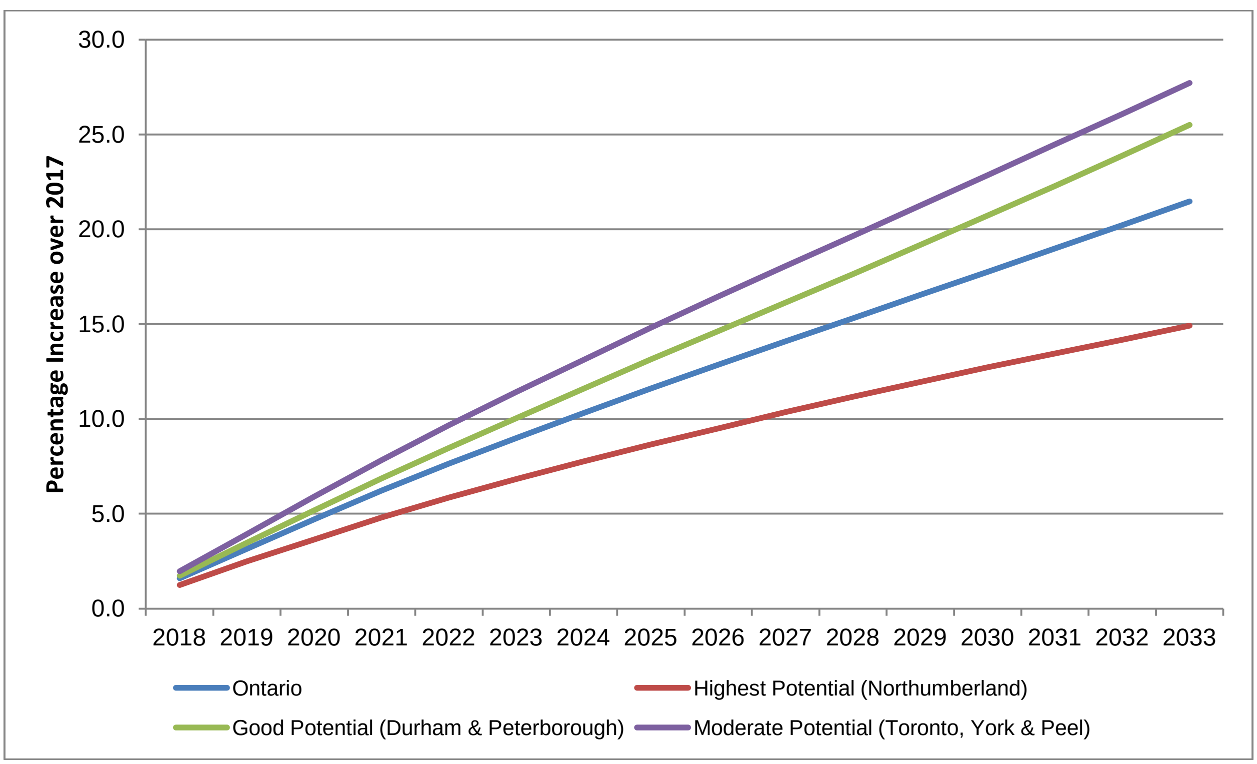
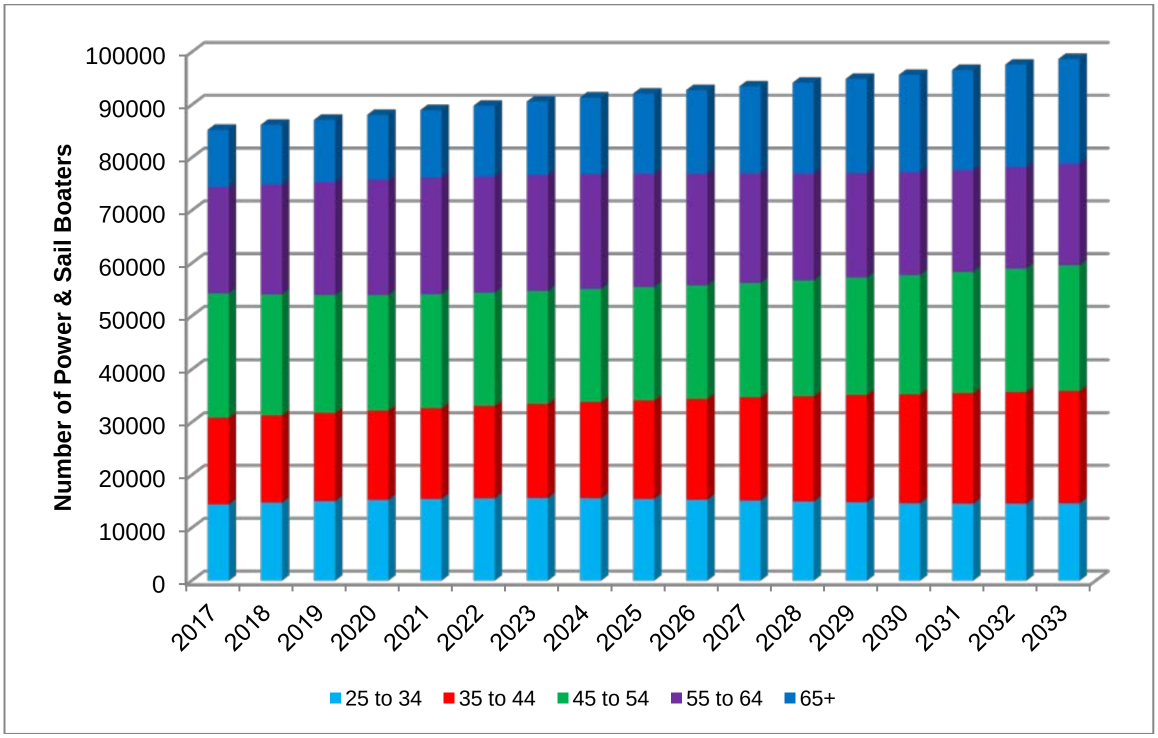


Figure 20 – Percentage Increase in Population Annually 2018 to 2033



Within Northumberland County, and Durham and Peterborough County the number of male and female power and sail boaters are projected to increase from 85,270 in 2017 to 98,690 by 2033 (Figure 21).

Figure 21 – Projected Annual Growth in Power and Sail Boaters in Areas with Highest Potential[1]



[1]Includes Northumberland County, and Durham Region and Peterborough County

SECTION 5 – MARINA OPERATION

5.1 Cobourg Marina Current Financial Operation

Based on our review of the revenues and expenses for the period from 2010 to 2016, Cobourg Marina operates within the industry norms for most major line items. The marina has provided a positive cash flow every year between 2010 and 2016 and other than the most recent year the profit margin of 9 to 15 percent is good for a municipal marina (EXHIBIT 30). In fact, the annual profit from the marina operation has been paying for all harbour expenses, thus eliminating the need for the tax payers to pay for the harbour expenses. Labour costs in 2015 and 2016 were on the high side at over 40 percent of total revenue (the bench mark is 35 to 38 percent). The margin for fuel sales is below the industry norm of 20 percent. Although beverage sales are only a small percentage of the marina's overall revenues the mark up is well below the industry norm of 85 to 90 percent.

5.1.1 Additional Revenue Sources

Given the distance that some seasonal boaters are travelling to get to their boats in Cobourg Marina a concierge service as described in Section 4.3 could increase revenues for the marina, as could bicycle rentals carried out in partnership with a local business.

Offering non motorized boat rentals (canoes, kayaks, stand up paddle boards) or carried out in partnership with the Cobourg Dragonboat and Canoe Club or a local business would create additional revenue and is also now being used by a number of marinas to introduce younger age groups to boating as a means of expanding the potential for future slip user demand. A secured area to store the boats would be required.

Many marinas and yacht clubs use learning experience programs to introduce young people and those new to boating the skills necessary to handle sail and power boats, thus ensuring there is a continuous market for slips. The Cobourg Yacht Club could offer this service in concert with the marina. Organizations such the local Power and Sail Squadron and BoaterSkills.ca also offer on-board and classroom instruction.

While transient slips are potentially more lucrative as a source of revenue on a per day basis, seasonal slip rentals also generate revenue from lift-ins/lift-outs and winter storage. Consideration should be given to reducing the number of dedicated transient slips at the marina thus reducing the size of the waiting list and some of the need for additional slips to meet the growing demand for seasonal slips. A number of marinas in Ontario have as a condition of the seasonal lease agreement that the slip may be used for transient purposes in the event the slip holder is going to be away for more than 48 hours.

Given that 48 percent of the seasonal slips between 2015 and 2017 were occupied by non-residents of Cobourg, consideration should be given to applying a surcharge to non-resident slip holders. Figure 20 shows that the population of Cobourg and Northumberland County is projected to increase at a lower rate than the province and the others areas from which the marina currently draws seasonal boaters. As a result it is conceivable that the non-resident share could increase even further.

The increase in the charter fishing business on Lake Ontario and Cobourg Marina's status as an official weigh station for the Great Ontario Salmon Derby has attracted a large increase in fishing boat traffic and increased demand for Fishing Charter Boat docking. In 2017 the marina had 2 or 3 charter boat reservations and 6 or 7 already for the upcoming season.

The charter boat fishing industry went through a contraction over a decade ago due in part to Transport Canada rules related to commercial vessels and the Federal-Provincial business tax rules which eliminated many small operators. While the charter fishing fleet is smaller now than it was in the late 1980's, according to our interviews with the Ontario Ministry of Natural Resources and the Executive Director of Ontario Sports Fishing Guides Association, charter fishing operators are currently operating out of Bowmanville, Cobourg, Newcastle, and Whitby. The marina managers in Bowmanville and Newcastle indicated the the demand for charter fishing on Lake Ontario is on the increase. The Ministry of Natural Resources considers Cobourg an ideal location due to its proximity to the benefits provided by the Ganaraska River which has significant runs of wild trout, the relatively short distance to travel offshore to catch fish and the fact that there are limited ports to the east.

The boats used in charter fishing range from 26 to 50 feet in length (i.e. 8 to 15 metres) with the majority in the 26 to 30 foot range (i.e. 8 to 9 metres). The fishing season occurs from mid June until September 1. Each boat will make one trip per day during this time period, leaving port at approximately 5:30 am., and staying out from five to eight hours. According to the charter fishing operators the ideal requirements of a port hosting charter fishing are: a fuel dock (gas, most boats use gas not diesel fuel), pump-out, ice, a freezer (ideally like the one in Port Darlington), and a fish cleaning station. It is recognized that a fish cleaning station is very messy and smelly and therefore not ideal for most marinas. Increased charter fishing activity will increase the marina's revenue.

This increased fishing boat activity may indicate a need for a separate Charter Fishing dock as well as the need to separate the launch ramp and the lifting well or haul out slip required for a marine travel lift.

5.1.2 Additional Services to Improve Harbour and Marina's Attractiveness

The provision of power and water especially on the west side of the centre pier that is rented by the Cobourg Yacht Club would attract more reciprocal boaters and increase tourist spending in the Town.

A gate system at the entrance to the main docks would improve security for docked boats.

Providing seating and food concessions (possibly food trucks) on the east pier would draw additional visitors to the waterfront.

The *Cobourg Marina Expansion, February, 2015*, Shoreplan Engineering Limited report refers to the installation of an accessible dock on the west headland for use by various water sports groups. We believe the Town should continue consideration of this facility.

Additional slips will increase the revenue potential of the marina operation and permit an even greater contribution to covering the capital cost associated with the harbour that will otherwise fall on the taxpayers.

Refurbishment of the East Pier would create an opportunity to attract tall ships. There are four classes of Tall Ships comprising over 300 vessels worldwide. Class A vessels are over 131 feet in length (i.e. 40 metres). Classes B, C, and D are all less than 131 feet and more than 100 are less than 90 feet (i.e. 27 metres). According to the sources we contacted it takes up to three years to make arrangements to be included as part of a sail past port or a host port. Access ramps to the Tall Ships would need to be consistent with The Accessibility for Ontarians with Disabilities Act (AODA) during a full range of possible water levels.

5.1.3 Financial Performance of Cobourg Marina with High Priority Improvements in Place

Docks C, D, and E have reached the end of the manufacturers recommended life cycle and require replacement at a cost of $1,539,000[1]. In order to bring the power requirements on Docks D and E up to today's standards of at least 30 amp service will require an upgrade of the power and water service on the centre pier at a cost of $209,100. In addition the capital budget for lift equipment and infrastructure is $829,100, bringing the total capital budget to $2,577,200. As a first option it would be possible to use a bladder system on an as needed basis. The life expectancy of the bladder is 5 to 10 years, but as the technology for this system improves the life expectancy could increase. As shown in EXHIBITS 31A and 31B the use of a bladder system would eliminate the need for a Year 1 $1,539,000 capital expenditure for docks and instead as shown in EXHIBIT 31B spread the necessary capital improvements over 10 years.

[1] *Baseline Property Condition Assessment (BPCA)*, Pinchin Ltd., May 27,2018. See EXHIBIT 31A and 31B

As shown in EXHIBIT 32, the necessary capital improvements for the docks and the fuel storage and dispensing facility can then included as an annual disbursement. The principal and interest payments on a 20 year debenture at 3.82 percent for the remaining $1,038,200 (lift equipment and infrastructure, upgrade of the power and water service on the centre pier) would be $75,180 annually, resulting in a Year net profit of $113,640, $48,970 in Year 5 and reaching $166,600 by Year 10.

5.2 Economic Impacts Due to Use of Cobourg Harbour and Marina for Recreational Boating

In this section, we describe the economic impacts resulting from the use of the harbour and marina during the period from 2010 to 2016. While we have considered only those impacts associated with the people using the harbour, marina and marina building during this operating period; visitors attracted to the waterfront as a result of "boater activity" are also be an important source of revenue and economic spinoffs. In addition to generating thousands of dollars in annual revenue to the benefit of the Town of Cobourg, the marina also enhances the physical appearance of the Town's waterfront; raises real estate property values on the waterfront and in nearby neighbourhoods; acts as a catalyst for new commercial and residential development; draws new employees to businesses in the Town, and in doing so increases the tax base. The economic impacts in this section are measured in terms of direct[1], indirect[2] and induced[3] Gross Domestic Product (GDP) expenditures; labour income; direct, indirect and induced jobs; and federal, provincial and municipal tax revenues.

In arriving at the economic impacts for the use of the harbour and marina, we have used the widely accepted Ontario Ministry of Tourism's *Tourism Regional Economic Impact Model* (TREIM).

5.2.1 Total Direct Expenditures

Total direct spending realized through the operation of the marina, seasonal and transient boater expenditures away from the marina within the Town of Cobourg, and revenues generated by the Cobourg Dragon Boat & Canoe Club through the use of the outer harbour have ranged from $1,293,400 in 2010 to $1,691,520 in 2016 and resulted in a cumulative total over the seven years of $10,088,000. During the 2010 to 2016 period, the marina operation was responsible for $4,148,820 in direct expenditures.

Expenditures by seasonal boaters on insurance, supplies and repairs were $2,512,080. Expenditures by transient boaters at grocery stores, restaurants, marine supply outlets, other retail outlets, and tourist attractions and events within the Town of Cobourg totaled $2,842,000; and revenues generated by the Cobourg Dragon Boat & Canoe Club through the use of the outer harbour totaled $585,100.

5.2.2 Gross Domestic Product (GDP) - Direct, Indirect and Induced

Direct, indirect and induced gross domestic product expenditures in Cobourg as a result of the marina operation have ranged from a low of $745,400 in 2011 to a high of $987,540 in 2016. For the period between 2010 and 2016 these expenditures have totalled $5,889,450. As shown in Figure 22 following, the industry sectors in the Municipality impacted the most by the operation of the marina will be retail trade; food & beverage services[4]; culture, entertainment and recreation; finance, insurance, rental & leasing; fuel and transportation[5] (EXHIBIT 33).

[1] Direct Impact refers to the impact generated in businesses or sectors that produce or provide goods and services directly to those involved in the operation and use of the marina and its amenities.
[2] Indirect Impact refers to the impact resulting from expansion of demand from front-line businesses or sectors, to other businesses or sectors.
[3] Induced Impact refers to the impact associated with the re-spending of labour income and/or profits earned in the industries that serve the marina operation directly or indirectly.
[4] Approximately 56.3% of the food and beverage expenditures are made at food and grocery stores and 43.7% at restaurants, bars and lounges within Cobourg.
[5] Approximately 84.6% of the fuel and transportation expenditures is boating related, 7.8% on public transportation, and 7.6% on local vehicle rentals within Cobourg.

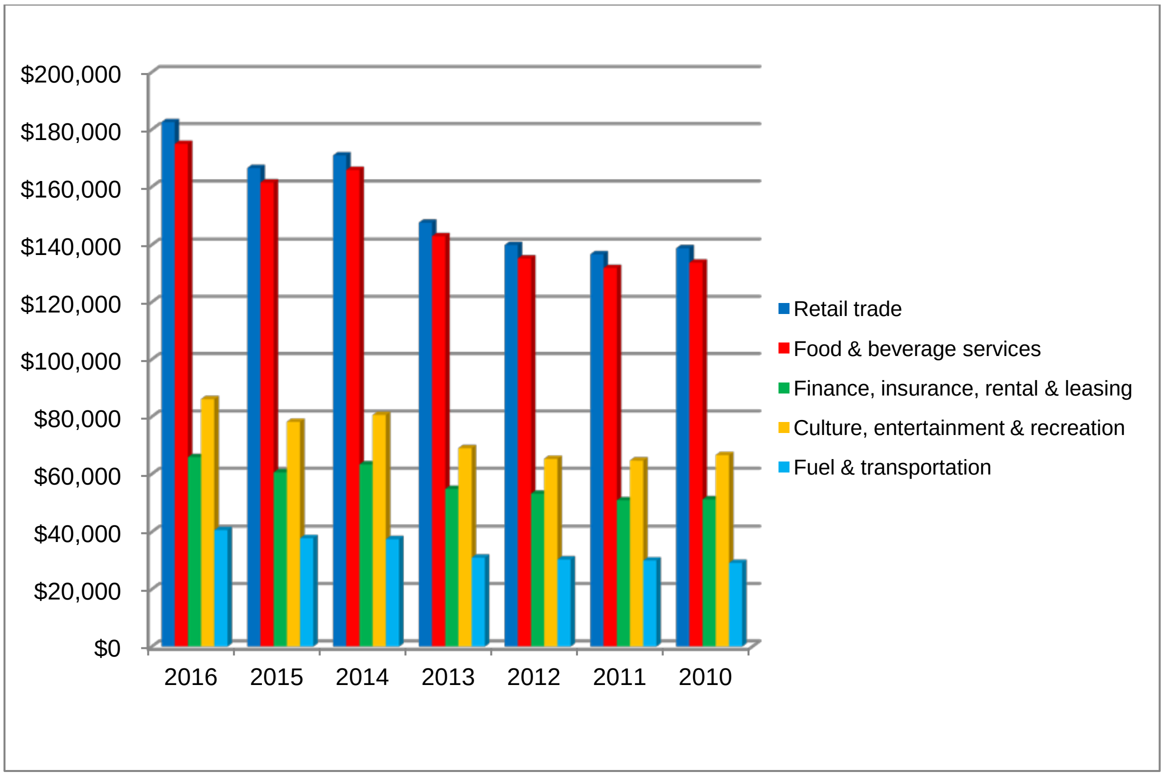
5.2.3 Labour Income and Number of Jobs Created

Total direct, indirect and induced labour income generated in Cobourg as a result of the operation of the marina has increased from $496,940 in 2010 to $649,900 in 2016 for a total of $3,875,860 over the seven year period. The labour income in 2016 has created 11 direct new jobs in the community up from 9 in 2010. The total direct, indirect and induced jobs created by this spending have increased from 12 to 15.

5.2.4 Tax Revenues Generated

Total federal, provincial and municipal taxes generated by the boater expenditures while using the harbour and marina have likewise increased from $361,330 in 2010 to $472,550 in 2016. Over that period the provincial government has collected $1,388,680, the federal government $1,152,150 and the municipality $277,340.

Figure 22 - Economic Impacts Due to Use of Cobourg Harbour and Marina User's Spending on Selected Industry Sectors



5.3 Harbour Use and Marina Use

The question has been raised as to what is "harbour use" and what is "marina use," and therefore who should pay for that "use." At the present time the marina operations area should be considered as that area outlined by the red line in Figure 23, following. Marina use includes the basin with the seasonal and transient slips, the launch ramp, the centre pier, and the area around the centre pier used for reciprocal boaters hosted by the yacht club. The east pier used by visiting ships, the coast guard pier and operations area, and the remainder of the outer harbour area used by the Cobourg Yacht Club, Cobourg Dragonboat and Canoe Club and the Survivor Thrivers should be considered harbour use.

Figure 23 – Harbour Usage Area

The monies paid by the seasonal and transient boaters using the marina operations area cover all costs related to that area and have produced a profit every year between 2016 and 2010 (last year for which we have numbers). Unless the Town wishes to charge user fees for the use of the outer harbour area the cost associated with maintaining/improving this area will be subsidized by the taxpayers. Other municipal facilities such as arenas, tennis courts, swimming pools, beaches and parks (e.g. baseball fields, soccer pitches, etc.) are subsidized by taxpayers since the user fees paid by the independent users or user clubs are normally insufficient to completely cover the operational, maintenance and replacement costs.

There are currently six user groups and the general public using the outer harbour: seasonal and transient boaters in the marina, boaters using the launch ramp, the Canadian Coast Guard, the Cobourg Yacht Club Sailing School, the Cobourg Dragon Boat & Canoe Club, and the Survivor Thrivers. The Willow Beach Field Naturalists are also in interest group. Based on the financial numbers provided by the Town, the seasonal and transient boaters pay a slip usage fee, boaters using the launch ramp pay a launch ramp usage fee, the Cobourg Dragon Boat & Canoe Club, and the Survivor Thrivers pay for the use of slips for their dragon boats at a reduced rate. The Canadian Coast Guard is exempt from fees as part of an earlier agreement when they first used the harbour.

This means a user pay consideration would fall on only three groups, the Cobourg Yacht Club’s dinghy program, the Cobourg Dragon Boat & Canoe Club, the Survivor Thrivers, and the general public. We were unable to identify a municipality that has a user pay policy for the use of the water itself for recreational purposes.

Some municipally operated marinas have a surcharge for non-residents (i.e. Oakville has a 10 percent surcharge for seasonal slip rentals by non-residents in Oakville and Bronte Harbours). The Royal Canadian Yacht Club in Toronto has a membership surcharge which increases the further away a member lives from the club.

5.4 Options for New Business Model

Three options for the future of Cobourg Marina are considered:

- Closing the marina
- Selling the marina
- Continuing to operate the marina

5.4.1 Closing the Marina

Given the current level of activity in the harbour and marina basin and the financial support that the marina provides for all other waterfront activities we do not believe that closing the marina is a financially or economically viable option. See Table 18 following.

Table 18 – Pros and Cons of Closing Marina

Pros	Cons
• Would reduce municipal staff and their related costs • Would provide more basin space for paddle sport enthusiasts	• Would lose a source of revenue which supports all other waterfront activities • Part time marina employees would lose their jobs and possible some full time staff unless transferred to other departments • Town would receive no return on investment for the marina infrastructure • Town would be responsible for an even larger share of harbour infrastructure and maintenance costs

Table 18 – Pros and Cons of Closing Marina (Continued)

Pros	Cons
	• Would lose point of entry tourist attraction and ability to sell Town to visiting boaters • Would lose economic impacts accruing from operation of marina • User groups would be required to pay some or all cost of infrastructure maintenance • Fees for programs using the basin would likely increase and might reduce number of participants able to pay • Harbour area would be less attractive to residents and tourists without the boats and boating activities

5.4.2 Selling the Marina

Selling the marina rather than closing it would provide funds for other projects. Selling the marina however, would have a considerable impact on the current activity in the harbour basin as shown in Table 19. An alternative to selling the marina might be to lease the marina for a specified period of time (e.g. Bronte Outer Harbour Marina in Oakville) or hire the Marina Manager and staff on a contract basis (e.g. Trent Port Marina, Quinte West; Port Elgin Harbour Marina, Saugeen Shores).

Table 19 – Pros and Cons for Selling Marina

Pros	Cons
• Provide Town with immediate funds for other projects • Town would get some return on investment • Would reduce municipal staff and their related costs	• Would lose control over what happens at and in marina basin • Would lose source of revenue which supports all other waterfront activities • Some part time marina employees would lose their jobs and possible some full time staff unless transferred to other departments • Marina in private hands would expect higher return on investment therefore fees and charges would be higher • Would likely be less transient slips, leading to loss of spending in Town and surrounding area and resultant economic impacts • Some expenses at private marinas are higher (i.e. insurance costs) leading to higher fees • Would lose point of entry tourist attraction and ability to sell Town to visiting boaters • Private operator would want to maximize profit margin by increasing number of slips to the maximum possible which would likely mean less opportunity for lower revenue producing activities such as canoeing, kayaking, dragon boating

5.4.3 Continuing Operation of the Marina

Continuing operation of the marina would ensure a steady source of revenue to support the other waterfront activities and maintain control over what happens at and in the marina basin.

Table 20 – Pros and Cons for Continuing Operation of the Marina

Pros	Cons
• Continues a steady source of revenue to support all other waterfront activities • Protects full and part time jobs associated with marina operation • Continues Town's control over what happens at and in marina basin • Maintains economic impacts accruing from operation of marina	• Town is responsible for maintenance of a seasonally risky business • Some operational costs (i.e. utilities) are increasing much faster than inflation and annual fees thereby reducing profitability

5.5 Pros and Cons for Providing Additional Slips

As shown in Table 21 following, there are reasons for and against adding slips.

Table 21 – Pros and Cons of Providing Additional Slips

Pros	Cons
• There is a demonstrated shortage of seasonal slips in Cobourg Marina's market area • Would increase the value of the marina in the event that a decision was made to sell in future • By providing more longer slips (i.e. 30 feet or more) marina would tap into a growing market for longer slips • Would increase revenue potential for marina • Would increase the economic impact on the Town of Cobourg and Northumberland County • Would capture the additional seasonal slip demand that might otherwise go to another marina • Would produce additional revenue to offset increasing operational costs • Additional staff costs if required would be covered by additional revenues generated	• Additional capital budget would be required which may not be available • May require additional casual staff and related costs • Work that cannot be completed in the off-season will cause disruptions in the operation of the marina during the boating season • Increase in slips would result in increase in dry-land storage requirements which may not be available

5.5.1 Market for Additional Seasonal Slips

The need for additional slips in Cobourg Marina's seasonal market area is dependent on three major factors:

- The ability of the existing marina facilities within the market area to meet the current and future demand, and the overall occupancy rate of the marinas within the seasonal market area;

- The growth in the number of power and sail boats in the seasonal market area and the changes in their length, beam and draft; and,

- The market area for seasonal slips exhibits socio-demographic characteristics that are determinants of power and sail boating demand.

Based on our analysis of these factors in the previous sections of this report, there is a demonstrated need for additional slips in Cobourg's seasonal boater market area and an opportunity for Cobourg Marina to satisfy a portion of that demand. The projected level of that need is described in this section.

Based on our interviews with marina operators and the yacht club commodores in the seasonal market area we have assumed that the boats requiring seasonal slips are at least 26 feet or more in length (i.e.

approximately 8 metres or more). As shown in EXHIBIT 34, we estimate that there were approximately 3,560 boats 26 feet or more in length in Northumberland County, Durham Region and Peterborough County in 2017. Since data on the number of registered boats in Ontario are not city, county or region specific, we have arrived at our estimate of boats by dividing the number of boats in Ontario by the population. This provides us with the number of persons per boat (i.e. 181.3) or that there is one boat of this size for every 181.3 persons. By dividing the population of area by the number of residents per boat in the market area we arrive at the number of seasonal boats (e.g. 645,760/181.3 = 3,560 seasonal boats). Since we are using averages, it is recognized that this method may over-estimate land locked areas (i.e. Middlesex, Waterloo), and under-estimate others with a large waterfront area (i.e. Oshawa, Durham Region). Overall we believe that it provides a reasonable estimate given the data available. This approach is widely used by private and public sector marina developers in North America and internationally to estimate the number of boats in the market area.

In arriving at the number of boats that require seasonal slips it is necessary to eliminate those that are moored at private docks or boathouses and those that are trailered to a launch ramp on a per use basis. Our discussions with the National Marine Manufacturers Association - Canada and a number of Canadian boat trailer sellers provided an estimate of approximately 20% of boats 26 feet to less than 30 feet (i.e. 6 metres to less than 8 metres) and 3% of boats 30 feet or longer (i.e. 8 metres or longer) are trailered to launch ramps on a per use basis. We have therefore excluded these trailered boats from the number requiring a slip. Based on discussions with local planners, Conservation Authorities and Boating Ontario (Ontario Marine Operators Association) we have estimated that 10% of the households with waterfront property on Lake Ontario and the portion of the Trent-Severn Waterway within the seasonal market area of Cobourg Marina have boats moored at private docks or boat houses (EXHIBIT 35).

By comparing the number of seasonal slips available in 2017 with the number of seasonal boats as derived in EXHIBIT 34, it is evident that there is more demand than supply and additional slips are needed. Based on our discussions with area planners and Conservation Authority officials no new facilities are currently planned within the seasonal market area described here. There is a theory among many marina operators and boat manufacturers throughout North America today that if there are no adequate slips at a port, the number of boats in the area will reflect this deficiency. If on the other hand, quality facilities are offered, these facilities will actually foster boat ownership and activity in the area. Trent Port Marina in Quinte West is a direct example of this theory.

We estimate that at the end of the boating season in 2017 there was a need for 30 additional slips. With no known additions to the number of seasonal slips available, the need for additional slips will rise to 110 by 2020, 230 by 2025, 330 by 2030, and reach 410 by 2033.

Based on the projected growth in boats in Ontario 26 feet and longer (8 metres and longer) between 2017 and 2033 the additional seasonal slips required in the market area should be provided in the following lengths (Table 22):

Table 22 – Projected Number of Additional Slips Required by Length 2018 to 2033

Year	Number of Slips 26 feet to less than 30 feet (8 metres to <9 metres)	Number of Slips 30 feet to less than 36 feet (9 metres to <11 metres)	Number of Slips 36 feet to less than 46 feet (11 metres to <14 metres)	Number of Slips 46 feet or more (14 metres or more)	Total Number of Additional Seasonal Slips Required
2018	40	60	40	20	160
2020	50	80	50	30	210
2025	70	120	80	50	330
2030	90	140	90	50	370
2033	100	160	100	60	420

Given that Cobourg Marina is currently over-represented with slips 26 feet to less than 30 feet and under-represented with slips 30 feet to less than 36 feet, and 36 feet to less than 46 feet compared to the seasonal market area (Table 2) we recommend that if the marina is to consider increasing the number of slips, the additional slips should all be 30 feet or more in length. Due to economies of scale in adding slips we recommend that no fewer than 60 and no more than 120 slips be added, in the configuration shown in Table 23 following.

Table 23 – Configuration of Additional Slips to Best Meet Demand

Number of Slips	30 foot slips (9 metres)	36 foot slips (11 metres)	46 foot slips (14 metres)
60	40	10	10
80	50	20	10
100	60	30	10
120	60	40	20

5.6 Financial Projections for Additional Slips at Cobourg Marina

5.6.1 General Operating Assumptions

Operating revenues and expenditures have been based on our review of the current marina operation and financial statements and the results achieved by other marinas of a similar size and character as that of Cobourg Marina. In preparing our estimates of revenues and disbursements for the marina we have made the following assumptions:

We have projected a 1.5 percent annual inflation rate (as per the Royal Bank of Canada) where stated. Any variance in the actual inflation rate would have a direct effect on the projected operating results.

Targeted and direct marketing efforts will be undertaken on an on-going basis as is currently the case.

The rental rates and other sales percentages will be in keeping with a marina of this quality, yet reflect local and regional market conditions.

The marina will be competently managed by professional staff with experience in their areas of responsibility.

When rates and percentages are quoted in these financial calculations they are representative of industry averages from our data base for this size and type of marina and are approximate.

5.6.2 Specific Financial Assumptions for 60 and 100 Additional Slips

In this section we have provided financial projections for the first ten operating years of a 278 slip marina (i.e. 60 additional slips), and a 318 slip marina (i.e. 100 additional slips). Our discussions with a number of coastal engineers and quantity surveyors suggest that on a cost per unit basis 60 slips is the minimum that should be considered. 100 additional slips would represent less than one half of the market need by 2020 (i.e. 210) and would not be negatively impacted by the re-opening of the Oshawa Marina and/or the Port Hope Marina.

REVENUES

Seasonal Slip Rental Fees: In keeping with market area rental rates we have projected a rate of $62.00 and $67.00 (i.e. G Dock) per linear foot in Year 1, increasing by 3 percent per annum thereafter. Table 24A and 24B following provides the projected occupancy for the seasonal slips.

Transient Slip Rental Fees: We have projected transient slip rental rates in keeping with the surrounding marinas in the market area in Year 1 of $1.85/ft. per day. Rates increase by 3 percent each year thereafter. It is assumed that the marina will retain the same number of transient slips (i.e. 69).

Winter/Summer Storage & Handling: We have assumed that 100 boats can be winter stored at the secured compound at the marina and the former Public Works site. Boats 36 feet and over would be stored at the marina and smaller boats would be transported to the Public Works site for storage. Rates are assumed to increase by 3 percent per annum from Year 1 through Year 10.

Table 24A – Projected Occupancy of 209 Seasonal Slips

Number of Slips	Length in feet	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
33	25	32	32	32	32	32	32	32	32	32	32
37	28	35	35	36	36	36	37	37	37	37	37
40	30	40	40	40	40	40	40	40	40	40	40
19	33	18	18	18	19	19	19	19	19	19	19
9	34	8	8	9	9	9	9	9	9	9	9
12	35	11	11	12	12	12	12	12	12	12	12
28	36	26	26	27	27	28	28	28	28	28	28
12	41	12	12	12	12	12	12	12	12	12	12
10	46	10	10	10	10	10	10	10	10	10	10
7	52	7	7	7	7	7	7	7	7	7	7
1	69	1	1	1	1	1	1	1	1	1	1
1	71	1	1	1	1	1	1	1	1	1	1
209		201	201	205	206	207	208	208	208	208	208

Table 24B – Projected Occupancy of 249 Seasonal Slips

Number of Slips	Length in feet	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
33	25	32	32	32	32	32	32	32	32	32	32
37	28	35	35	36	36	36	37	37	37	37	37
60	30	56	57	57	58	58	59	59	60	60	60
19	33	18	18	18	19	19	19	19	19	19	19
9	34	8	8	9	9	9	9	9	9	9	9
12	35	11	11	12	12	12	12	12	12	12	12
48	36	44	45	45	46	46	47	47	48	48	48
12	41	12	12	12	12	12	12	12	12	12	12
10	46	10	10	10	10	10	10	10	10	10	10
7	52	7	7	7	7	7	7	7	7	7	7
1	69	1	1	1	1	1	1	1	1	1	1
1	71	1	1	1	1	1	1	1	1	1	1
249		235	237	240	243	243	246	246	248	248	248

Pump out Fees: We have assumed that rates will increase by 3 percent per annum and the ratio of boats using this service has been applied to the increased number of boats in the marina due to more slips.

Fuel/Oil Sales: We have projected the current average per boat revenue from fuel sales to be $124.73 in Year 1. Sales per boat increase by inflation each year beyond Year 1. Total revenue reflects the increase in the number of seasonal and transient boats at the marina each year during the 10 year projection period.

Miscellaneous: We have projected that the current revenue from miscellaneous expenditures at the marina will increase by inflation each year.

Beverage Revenue: The average per boat expenditure of $1.12 per boat has been increased by inflation throughout the 10 year projection period.

Merchandise Sales: If it is possible to secure more space within the Marina Office for merchandise sales or partner with a local outlet we believe this could be a valuable new revenue stream for the marina. The sale of sweaters, other clothing and materials with the waterfront/marina emblem from a tuck shop within the marina office complex proves extremely popular with transient and seasonal boaters particularly on inclement weather days. The industry average is $10.00 per transient boat and $25.00 per seasonal boat. Industry average cost of merchandise is 60 to 65 percent of revenue.

DISBURSEMENTS

Labour Costs: We have increased the current costs for full-time labour, casual labour and benefits by 3 percent each year, and added $40,080 in Year 1 for the labour cost of operating the travel lift and hydraulic trailer.

Clothing Allowance: We have increased the current clothing allowance by 2 percent each year.

Office Expenses: We have included office supplies, internet cost, telephone, printing and postage under office expenses increasing the current expense by 1 percent above inflation each year throughout the ten year projection period.

Professional Fees & Expenses: We have included memberships & subscriptions, training & courses, travel expenses, and conferences & conventions under professional fees & expenses and have projected an increase equal to inflation each year.

Beverage & Ice Purchases: We have increased these costs by 2 percent each year. It should be noted although beverage sales are only small percentage of the marina's overall revenues the mark up is well below the industry norm of 85 to 90 percent.

Heat: We have increased the current expense by 3.5 percent per annum throughout the ten year projection period.

Utilities: We have increased current costs by 27.5 percent in Year 1 to account for the addition of 60 new slips and 45.9 in Year 1 if the expansion is 100 slips with water and hydro service and 4.5 percent each year thereafter.

Building Maintenance: We have increased the current expense by inflation to $9,330 in Year 1, increasing by 1 percent above inflation each year thereafter.

Cleaning & Cleaning Supplies: We have increased the current expense by inflation throughout the ten year projection period.

Dock Repair & Maintenance: We have increased the current expense for the existing docks at 5.5 percent each year and 60 and 100 new docks at 2 percent per year after Year 2.

Fuel Dock Purchases: Set at 80 percent of sales as per industry norms

Other Equipment Purchases: We have increased the current expense by inflation throughout the ten year projection period.

Equipment Repairs: We have increased current expense by 2 percent above inflation each year.

Bank Service Fees: Set at 1.9 percent of total revenue as is currently the case.

Insurance: Set at $8,520 in Year 1, based on current insurance cost, it typically covers the marina building, marina operators legal liability, commercial general liability, onshore property, floating property and docks, vessels property, and miscellaneous equipment, and increasing at 4 percent per annum thereafter as per industry average.

Garbage Removal: Set at $2,060 in Year 1, based on current cost, increasing by inflation each year thereafter.

Security Contract: We have increased the current expense by 5 percent per annum.

Contracts: We have increased the current provision for contracts by inflation each year.

Lift-out/Lift-in Operating Costs: We have increased current expense to account for 30 additional boats being lifted in Year 1, and added $8,000 in Year 1 for preventative maintenance, inspections and repairs, increasing by 3 percent each year thereafter.

Special Projects: We have provided an allowance of $10,000 in Year 1 based on the current expense, increasing by inflation each year thereafter.

Reserve for Replacements: We have provided a reserve expense of 10 percent of revenue each year.

Harbour Dredge: We have provided a provision for dredging the harbour at $50,000 each year to allow for greater use of the western portion of the outer harbour in the event the additional slips can only be accommodated on the west side of the centre pier.

Capital Improvements: We have included annual disbursements for the capital improvements recommended by Pinchin Ltd. for Year 2 (2019) through Year 10 (2027), EXHIBIT 31B.

5.6.3 Net Income with 60 Additional Seasonal Slips

We have projected that revenues with a 60 slip expansion will increase from $946,880 in Year 1 to $1,068,700 in Year 5 and reach $1,224,960 in Year 10. Disbursements will increase from $696,700 in Year 1, to $864,840 by Year 5 and reach $882,890 by Year 10. As shown in EXHIBIT 36 this will result in a net income before debt service of $250,180 in Year 1, decreasing to $203,860 by Year 5 and reach $342,070 by Year 10.

5.6.4 Net Profit with Upgrades of Docks A, B, C, D, and E and 60 Additional Slips

Based on a capital budget of $829,100 for the lift equipment and infrastructure, $209,100 for power and water on the centre pier, and $722,100[1] for 30 additional docks including power and water, the annual principal and interest payments would be $127,470[2], resulting in a Year 1 net profit of $122,710, decreasing to $76,390 by Year 5, and reach $214,600 in Year 10. It should be noted that there are monies available in the reserve fund to cover a portion of the capital costs and thus reduce the financing costs. EXHIBIT 38 provides an indication of the net profit position with 15, 20 and 25 year debentures for the entire capital cost.

5.6.5 Net Income with 100 Additional Seasonal Slips

We have projected that revenues will increase from $1,022,110 in Year 1 to $1,164,180 in Year 5 and reach $1,351,860 Year 10. Disbursements with 100 additional slips will increase from $712,950 in Year 1, to $892,140 by Year 5 and reach $920,990 by Year 10. As shown in EXHIBIT 37 this will result in a net income before debt service of $309,160 in Year 1, decreasing to $272,040 by Year 5 and reach $430,870 by Year 10.

5.6.6 Net Profit with Upgrades of Docks A, B, C, D, and E and 100 Additional Slips

Based on a capital budget of $829,100 for the lift equipment and infrastructure, $209,100 for power and water on the centre pier, and $1,203,500[1] for 50 additional docks including power and water, the annual principal and interest payments would be $162,330[3], resulting in a Year 1 net profit of $146,830,

[1] Docks including power and water are estimated at $24,070 per dock including a 15 percent contingency for design costs and a 5 percent construction contingency.

[2] Based on 20 year loans at 3.82 percent (Infrastructure Ontario), the principal and interest payments for the travel lift equipment and infrastructure is $60,050 annually, $52,290 for 30 docks ($722,100 capital cost), and $15,130 for the addition of power and water on the centre pier ($209,100 capital cost)

$109,710 in Year 5, and reach $268,540 in Year 10. As with the 60 additional slips, there are monies available in the reserve fund to cover a portion of the capital costs and reduce some of the financing costs. EXHIBIT 39 provides an indication of the net profit position with 15, 20 and 25 year debentures for the entire capital cost.

5.7 Impact of Additional Slips on Current Harbour Use

As shown previously in Table 20, and EXHIBITS 35, and 36, increasing the number of slips in the marina would lead to an increased revenue stream. As an initial step in meeting the areas' demand for additional seasonal slips we recommend that the number of dedicated transient slips be reduced. By reducing the number of dedicated transient slips to 40[4] and introducing a policy of using seasonal slips that are vacated for a period of at least 48 hours (i.e. providing 44 additional slips for seasonal use), the marina would only need to add 31 slips or 71 slips on the west side of the centre pier to provide an additional 60 and 100 seasonal slips respectively. The *Cobourg Marina Expansion, February, 2015*, Shoreplan Engineering Limited report provided four options for an expansion, all of which would be associated with the west side of the centre pier. While this is the only location for an expansion, placing the additional slips in this area will have little impact on the following users:

- Reciprocal boaters to the Cobourg Yacht Club using the leased centre pier;
- Cobourg Yacht Club Sailing School;
- Cobourg Dragon Boat & Canoe Club; and,
- Survivor Thrivers.

The addition of 31 slips on the west side of the centre pier would have minimal impact on the activities of the Cobourg Yacht Sailing School, Cobourg Dragon Boat & Canoe Club, and Survivor Thrivers. It would reduce the leased space on the west side of the centre pier used by reciprocal boaters to the yacht club. Continual dredging of the harbour on the east side of the west breakwall would eliminate the impact on the paddle sports using the outer harbour. Figure 24 following shows the areas currently used in the outer harbour. Figure 25 indicates the area that would be required if 30 or 50 docks are located on the west side of the Centre Pier and the areas used for paddle sports and the sailing school are realigned and continuous dredging is carried out. Reducing transient slips will reduce the space required for additional seasonal slips. In addition, the lifting well for the travel lift could be located adjacent to the storage compound as a more efficient operation. It is being recommended adjacent to the current launch ramp because the former is likely to become a contentious location for the condo owners, swimmers and beach walkers.

While there are no standard requirements for training for canoe, kayak and dragon boat racing, ideally participants would have access to the distance at which they intend to compete. Recreational events do not always meet the prescribed standards due to venue limitation as is the case in Cobourg Harbour. The available water surface space in the outer harbour is sufficient for training at 200, 250 and 500 metres but excludes the possibility of hosting a sanctioned event greater than 250 metres. The Harbour is suitable for regional events and championship at 200 metres. EXHIBIT 40 provides the standards

[3] Based on 20 year loans at 3.82 percent (Infrastructure Ontario), the principal and interest payments for the travel lift equipment and infrastructure is $60,050 annually, $87,150 for 50 docks ($1,203,500 capital cost), and $15,130 for the addition of power and water on the centre pier ($209,100 capital cost)

[4] Over the peak period from June 1 to September 5, 2016, a period of 97 days, there were only 27 days with more than 25 transient boats, 18 days with more than 30 boats, 8 days with more than 35 boats, and 3 days with more than 40. The highest number was 50 transient boats on the Civic Holiday Monday, August 1st.

Figure 24 - Current Area Used for Paddling and Sailing School Activities

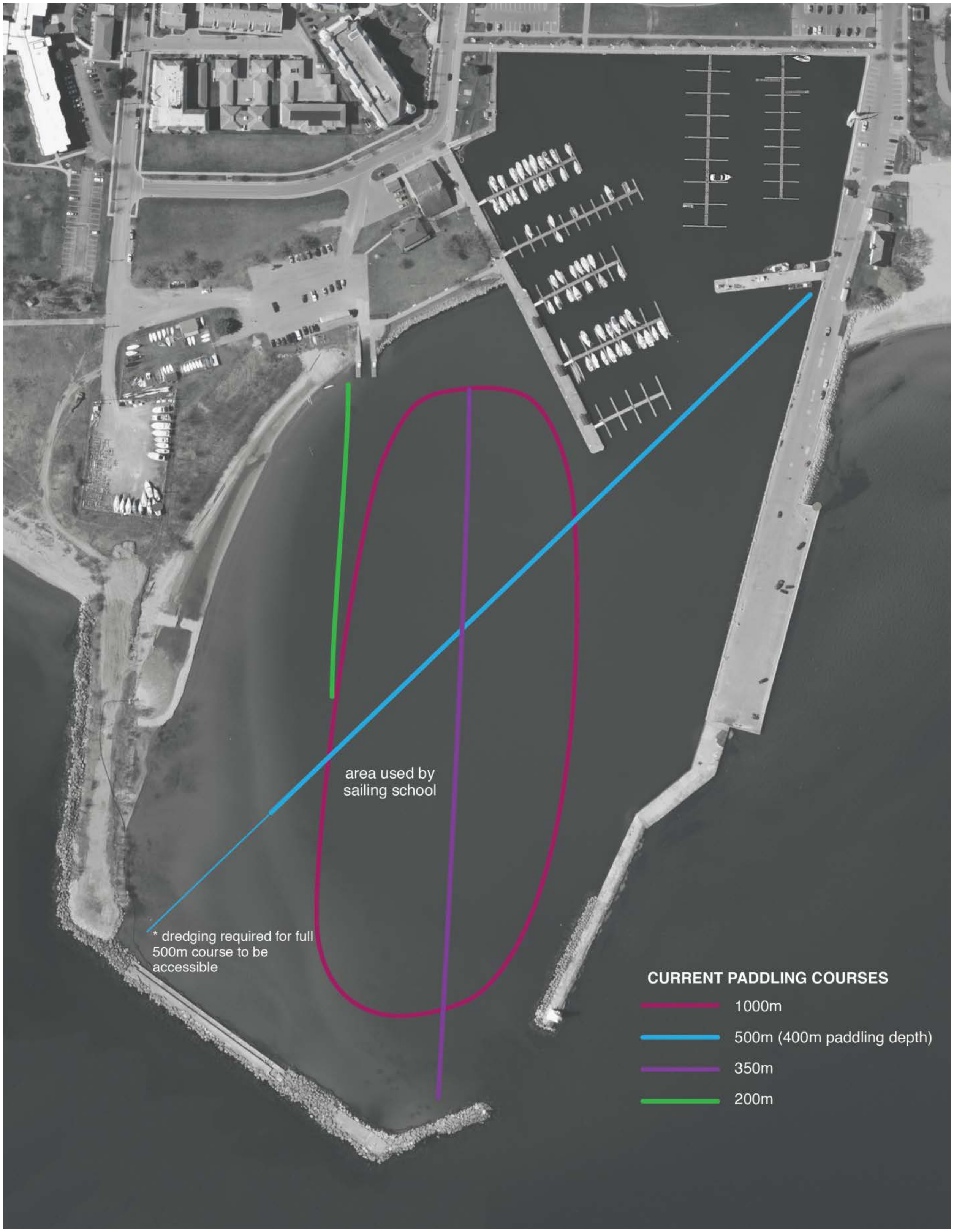


Figure 25 - Realigned Area Used for Paddling and Sailing School Activities

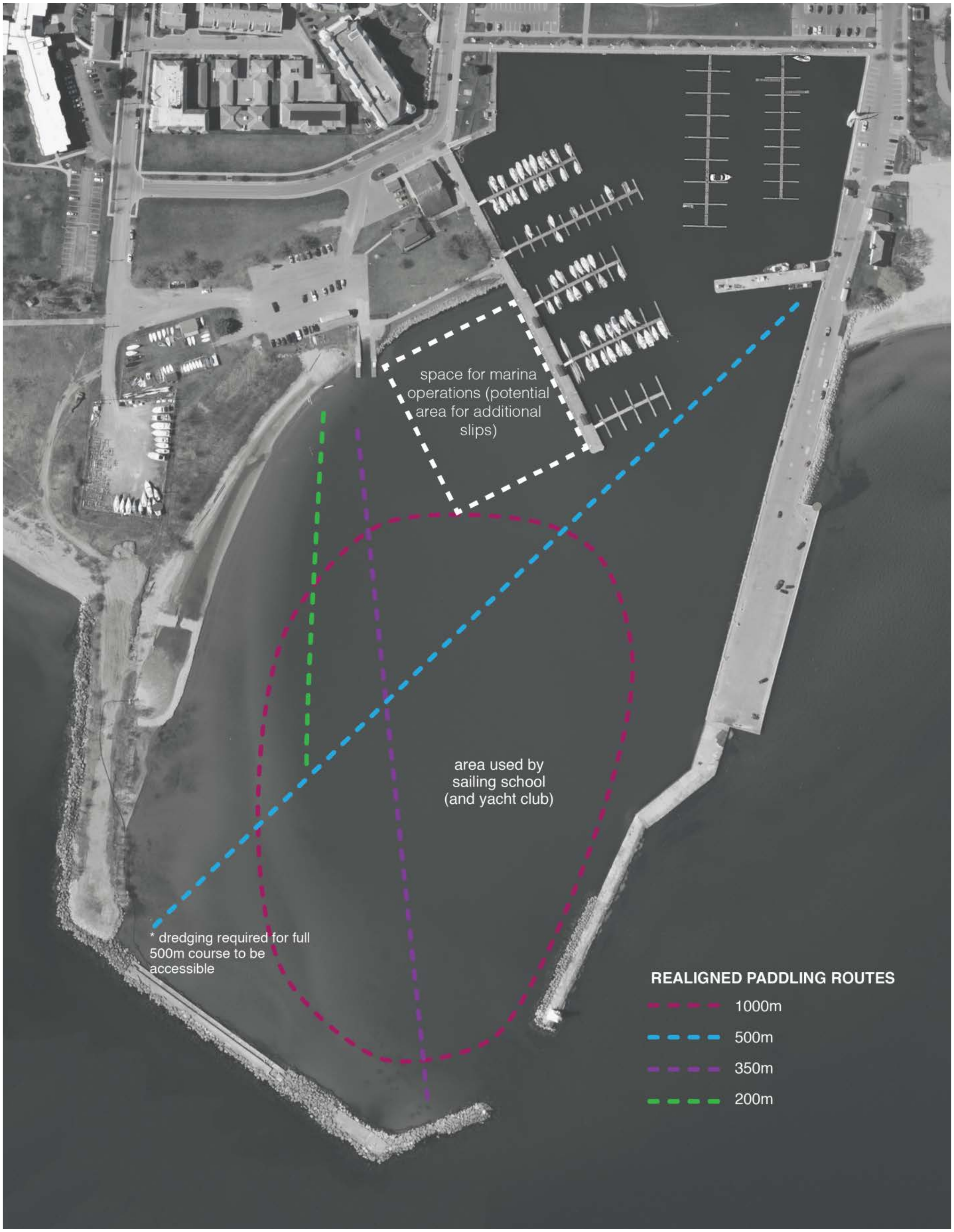
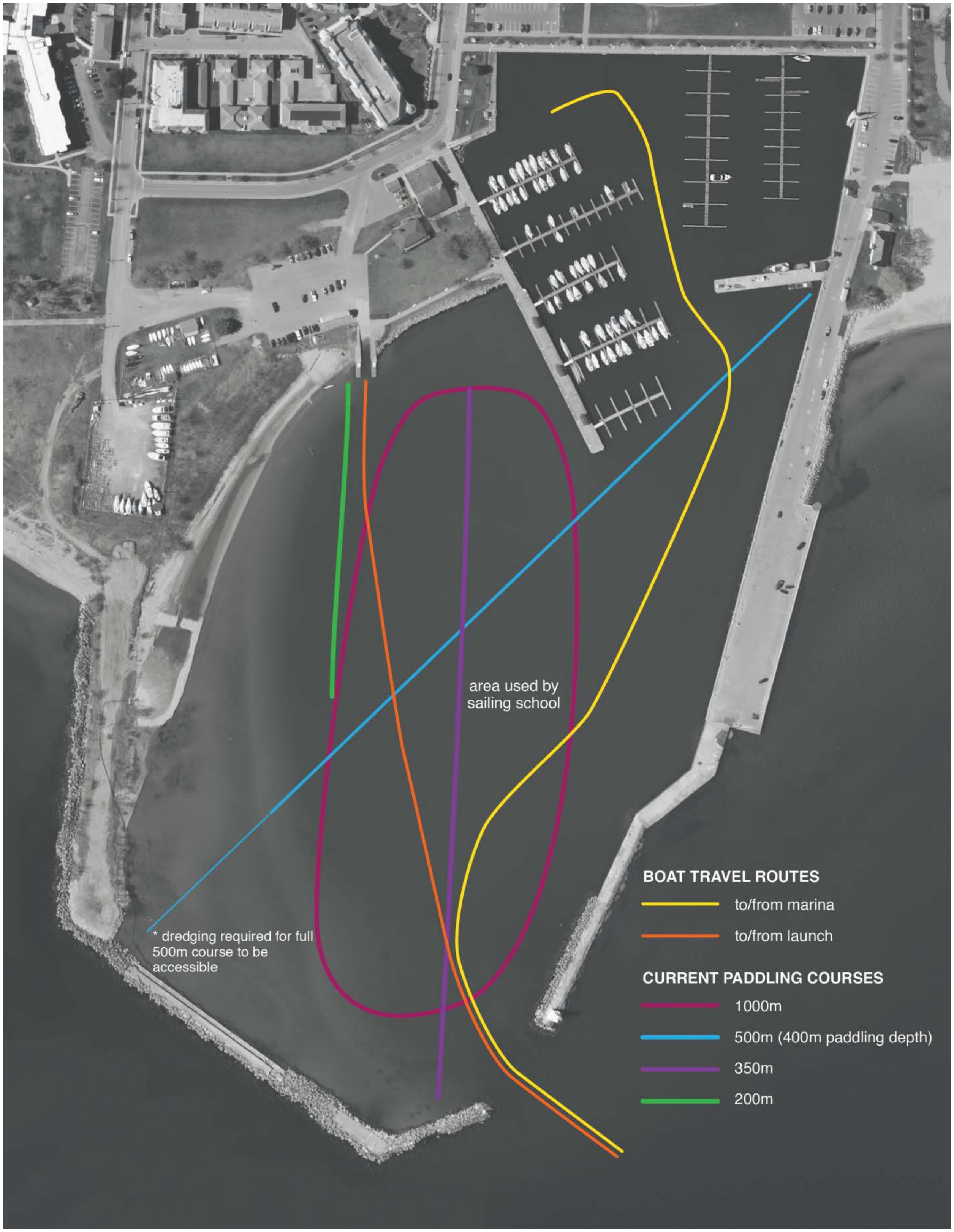


Figure 26 - Boating Activity Routes in Cobourg Harbour



required to host a provincial, national or international sprint canoe or kayak events and dragon boat races.

We understand that the current boaters using the launch ramp and those exiting and entering the marina operations area, and the paddle sports participants co-exist without difficulty. Figure 26 shows how these boating activities currently interact.

5.8 Lift-In and Lift-Out Services

Since the Cobourg Yacht Club has given notice that it will no longer be providing seasonal lift-in/lift-out services we have been asked to analyze the pros and cons of the following options:

- Town takes over responsibility for renting/operating a crane based lift-in/lift-out service;
- Discontinue boat lift services; and,
- Purchase a travel lift.

5.8.1 Town Takes over Responsibility for Renting/operating a Crane based Lift Service

This option would permit the marina to continue to provide a lift-in/lift-out service and winter storage for seasonal boaters. However, since it would be dependent on the use of more casual staff it would increase liability and likely be less efficient (Table 25).

Table 25 – Pros and Cons for Town Taking over Responsibility

Pros	Cons
• Would encourage existing seasonal slip renters to stay • No capital investment required • Would not have to store travel lift on-site during non-use	• High liability as it would be dependent on high number of casual staff • Possible loss in revenue • Would not address need for flexible operating dates • Would operate off east pier a public access area causing disruption to public • Significant cost increase due to need to have trained staff performing work • Cannot handle larger boats • Boats lifted by crane susceptible to swinging in moderate winds, less control than with travel lift • Possible loss of seasonal boaters with larger boats

5.8.2 Discontinue Boat Lift Services

Discontinuing the lift service would eliminate an important source of revenue for the marina and likely lead to the loss of seasonal boaters who would be difficult to get back once they were established at another marina.

Table 26 – Pros and Cons for Discontinuing Boat Lift Services

Pros	Cons
• No capital investment required • Would reduce liability exposure for Town • Would reduce staff workload	• Marina would be less attractive to seasonal boaters in marina • Less opportunity to attract additional seasonal boaters

Table 26 – Pros and Cons for Discontinuing Boat Lift Services (Continued)

Pros	Cons
	• Less opportunity for alternative use of former Public Works site • Less opportunity for partnership with repair service • Would lead to loss of revenue

5.8.3 Provide Lift Service Using Travel Lift

Providing a lift service using a travel lift would increase the marina's competitive position within the market place, open the opportunity to add a repair service as part of the marina operation, provide more flexibility in the timing of lift-ins and lift-outs, and allow boats to be more safely and efficiently handled leading to decreased liability. Our research of all the marinas in the seasonal market area indicated that those with travel lifts had a higher annual occupancy than those that did not.

Table 27 – Pros and Cons for Using Travel Lift

Pros	Cons
• Would permit boats to be lifted out at any time during the boating season for survey and repairs • Increased and more timely lift capacity would increase revenue from ancillary services such as winter storage, emergency lifts, cradle storage and hull washing • If used with hydraulic travel trailer boats can be safely placed closer together • Would eliminate need to close the East Pier for the lift-in and lift-out • No chance of spinning as there is with use of a crane • Lift can occur without removing mast if desired • Annual crane rental costs have increased steadily • Provides opportunity for partnership with repair service at harbour and/or former Public Works site • Would be inducement for more exiting seasonal boaters to winter store at Cobourg Marina	• Capital investment would be required • Travel lift would need to be stored when not in use in space that is already limited • Staff would need to trained in the proper and safe use of the equipment • Without an associated repair service travel lift would not be used to maximum potential

5.8.4 Revenues and Expenses Related to Using a Travel Lift

We have reviewed the analysis carried out by the Town based on 2016 numbers, spoken to lift manufacturers, and marinas and yacht clubs who have recently purchased a travel lift, and inflated number to $2018. As a result of these discussions we have added a budget for annual preventive maintenance, inspections and repairs and an annual allowance of $10,000 to cover any costs associated with using the Town streets to transport boats to the former Public Works site. Table 28 provides a summary of the revenues and expenses, based on an equipment cost of $433,100 and infrastructure improvements of $396,000.

As shown in Table 27 the advantages of using a travel lift and hydraulic trailer to lift and move seasonal boats at the marina is clear. Our review of the known revenues and expenses indicates that a lift-service using a travel lift and hydraulic trailer would generate an annual profit of $50,680 based on a 20 year debenture. There are funds available in the reserve fund that could be used to off-set some of the capital costs if so desired.

Table 28 – Annual Revenues and Expenses for Purchase and Operation of Travel Lift

	Based on 15 year Debenture of $829,100	**Based on 20 year Debenture of $829,100**	**Based on 25 year Debenture of $829,100**
Storage & handling revenues	$169,810	$169,810	$169,810
Labour costs	$40,080	$40,080	$40,080
Financing costs[1]	$73,650	$60,050	$52,100
Operating costs	$19,000	$19,000	$19,000
Profit	**$37,080**	**$50,680**	**$58,630**

Source: EXHIBIT 41
[1] 3.82 percent per annum per Infrastructure Ontario

EXHIBITS

EXHIBIT 1A MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR’S SEASONAL MARKET AREA[1] – NUMBER AND SIZE OF SLIPS

Marina	Location	Total Slips	Number of Slips by Length	Seasonal Slips	Number of Transient Slips	Seasonal Slips[1] Occupied	Max. Length	Min. Draft	Max. Beam	Fuel	Launch Ramp	Marine Supplies
Town of Cobourg Marina	Cobourg, Ontario 55 King Street West 905-372-2397	218	25’ – 48 28’ - 59 33’ - 28 34’ - 9 35’ - 9 36’ - 32 41’ - 15 52’ - 15 69’ - 2 77’ - 1	145	73 may vary depending on need for seasonal slips		80 ft.	11 ft.	16 ft.	Gas Diesel	$9.50 daily (with parking) $81.50 season (with parking)	
Port Hope Marina (Closed in 2017. Unknown if it will re-open	Port Hope, Ontario 125 Mill Street South 905-885-8760	25	<25’ - 25	20	5		24 ft.	5 ft.	14 ft.	Gas Diesel		
Port of Newcastle Marina	Newcastle, Ontario 5 Lake Breeze Drive 905-987-9871	260	26’ to <30’ - 120 30’ to <36’ - 100 36’ to <40’ - 15 40’ to <50’ - 25	210	50		50 ft.	5 ft.	15 ft.	Gas Diesel		
Port Darlington Marina	Bowmanville, Ontario 122 Port Darlington Road 905-623-3501	120	26’ to <30’ - 60 30’ to <36’ - 40 36’ to <40’ - 15 40’ to <46’ - 5	100	20		40 ft.	6 ft.	15 ft.	Gas	$12.00 daily	
Wiggers Custom Yachts	Bowmanville, Ontario 125 Port Darlington Road 905-623-5261	15	26’ to <30’ - 5 31’ to 40’ - 8 40’+ - 2		15		50 ft.	10 ft.	16 ft.			Yes
Whitby Yacht Club	Whitby, Ontario 701 Gordon Street 905-668-1391	250	30’ - 150 36’ - 80 40’ - 10 50’ - 10	245	5		50 ft.	6 ft.	19 ft.		$8.85 daily	

EXHIBIT 1A MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – NUMBER AND SIZE OF SLIPS (Continued)

Marina	Location	Total Slips	Number of Slips by Length	Seasonal Slips	Number of Transient Slips	Seasonal Slips[1] Occupied	Max. Length	Min. Draft	Max. Beam	Fuel	Launch Ramp	Marine Supplies
Port Whitby Marina	Whitby, Ontario 301 Watson Street 905-668-1900	420	<25' - 80 30' - 160 36' - 120 40' - 30 50' - 30	395	25		70 ft.	8 ft.	20 ft.	Gas Diesel	$8.85 daily $97.35 January 1 to April 30 $106.20 May 1 to December 31	Yes
Tenkey Marina	Pickering, Ontario 590 Liverpool Road 905-420-2141	38	26' - 15 30' - 15 36' - 6 40' - 2	34	4		48 ft.	7 ft.	15 ft.			Yes
Tenkey Yacht Club	Pickering, Ontario 1295 Wharf Street 905-839-7804	20	26' to <30' - 10 30' to <36' - 5 36' to <40' - 3 40' to <46' - 2	20	2 Reciprocal		45 ft.	6 ft.	16 ft.		$20.00/ day	
Frenchman's Bay Marina	Pickering, Ontario 591 Liverpool Road 905-839-5036	350	25' - 80 30' - 110 36' - 80 40 - 50 46' - 30	300	50		60 ft.	5 ft.	17 ft.	Gas Diesel	$20.00/ day $125.00 3 month pass $200.00 6 month pass $300.00 annual pass	Yes
Frenchman's Bay Yacht Club	Pickering, Ontario 635 Breezy Drive 905-831-7899	100	26' to <30' - 30 30' to <36' - 40 36' to <40' - 20 40' to <46' - 10	100	6 Reciprocal		45 ft.	6 ft.	15 ft.		Yes	

EXHIBIT 1A MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – NUMBER AND SIZE OF SLIPS (Continued)

Marina	Location	Total Slips	Number of Slips by Length	Seasonal Slips	Number of Transient Slips	Seasonal Slips[1] Occupied	Max. Length	Min. Draft	Max. Beam	Fuel	Launch Ramp	Marine Supplies
Scarborough Bluffs Sailing Club	Scarborough, Ontario Brimley Road South 416-264-2692	4	25' - 4		4 Reciprocal		30 ft.	6 ft.	13 ft.		(4) $12.00/ day	
Highland Yacht Club	Scarborough, Ontario Brimley Road South 416-267-0224	120	26' - 20 30' - 60 36' - 30 40' - 10	108	12		42 ft.	7 ft.	15 ft.	Gas Diesel	$10.00/ day	
Cathedral Bluffs Yacht Club	Scarborough, Ontario Brimley Road South 416-261-0537	350	<26' - 50 26' to <30' - 150 30' to <40' - 76 40' to <50' - 74	335	15		50 ft.	6 ft.	17 ft.			
Bluffers Park Yacht Club	Scarborough, Ontario 2369 Kingston Road 416-261-6993	142	<30' - 22 30' - 50 36' - 40 40' - 10 50' - 20	127	15		45 ft.	7 ft.	14 ft.	Gas Diesel		
Bluffers Park Marina	Scarborough, Ontario 7 Brimley Road South 416-266-4556	430	<30' - 60 30' - 100 36' - 200 40' - 40 50' - 30	410	20		50 ft.	12 ft.	16 ft.	Gas Diesel	$22.00/ day includes parking	Yes
Ashbridge's Bay Yacht Club	Toronto, Ontario 30 Ashbridge's Bay Park Road 416-698-4498	280	<26' - 50 26' to <30' - 150 30' to <40' - 80	274	6		38 ft.	12 ft.	14 ft.	Gas Diesel		
Toronto Hydroplane & Sailing Club	Toronto, Ontario 20 Ashbridge's Bay Park Road 416-694-6918	210	<26' - 100 26' to <30' - 80 30' to <36' - 20 36' - 10	190	20		36 ft.	12 ft.	13 ft.		$8.00/ day	
Aquatic Park Sailing Club	Toronto, Ontario 2 Leslie Street 416-631-3940	10	<26' - 5 26' to <36' - 5	10 + 100 moorings			50 ft.	19 ft.	15 ft.			

EXHIBIT 1A MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – NUMBER AND SIZE OF SLIPS (Continued)

Marina	Location	Total Slips	Number of Slips by Length	Seasonal Slips	Number of Transient Slips	Seasonal Slips[1] Occupied	Max. Length	Min. Draft	Max. Beam	Fuel	Launch Ramp	Marine Supplies
Outer Harbour Marina	Toronto, Ontario 475 Unwin Avenue 416-778-6445	654	<26' - 50 26' to <30' - 180 30' to <40' - 200 40' to <50' - 150 50' to <60' – 74	644	10 Additional depends on status of seasonal		100 ft.	20 ft.	Un-limited	Gas Diesel	$25.00/ day includes parking	Yes
Toronto Multihull Cruising Club	Toronto, Ontario 8 Unwin Avenue 416-461-0028	15	<26' - 10 26' to <36' - 5	15 + 35 moorings	Depends on status of seasonal		36 ft.	10 ft.	13 ft.		$6.50/ day	
Royal Canadian Yacht Club	Toronto, Ontario Centre Island 416-967-7245	400	26' to <30' - 60 30' to <36' - 100 36' to <40' - 150 40' to 45' - 90	390	10 Reciprocal		45 ft.	8 ft.	16 ft.	Gas Diesel		
Queen City Yacht Club	Toronto, Ontario Algonquin Island 416-203-0929	110	26' to <30' - 20 30' to <36' - 30 36' to <40' - 50 40' - 10	104	6 Reciprocal		40 ft.	7 ft.	15 ft.			
Island Yacht Club	Toronto, Ontario 400 Queens Quay West 416-362-6588	300	30' - 100 36' - 50 45' - 50 50' - 50 55' - 50	285	15		55 ft.	15 ft. in bay 8 ft. at docks	16 ft.			
Hanlan's Point	Toronto, Ontario Hanlan's Point 416-203-1055	150			150		75 ft.	15 ft.	Un-limited			

EXHIBIT 1A MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – NUMBER AND SIZE OF SLIPS (Continued)

Marina	Location	Total Slips	Number of Slips by Length	Seasonal Slips	Number of Transient Slips	Seasonal Slips[1] Occupied	Max. Length	Min. Draft	Max. Beam	Fuel	Launch Ramp	Marine Supplies
Toronto Island Marina	Toronto, Ontario Centre Island 416-203-1055	150	<26' - 20 26' to <30' - 20 30' to <36' - 30 36' to 46' - 50 50' - 15 60' - 15	100	50		70 ft.	7 ft.	18 ft.	Gas Diesel		Yes
Marina Quay West	Toronto, Ontario 235 Queens Quay West 416-203-1212	200	30' - 50 36' - 50 45' - 40 50' - 30 55' - 20 60' - 10	180	20		60 ft.	12 ft.	17 ft.			Yes
Marina 4	Toronto, Ontario 235 Queens Quay West 416-203-1212	100	30' - 30 36' - 30 40' - 40	90	10		40 ft.	20 ft.	14 ft.			
Alexandra Yacht Club	Toronto, Ontario 2 Stadium Road 416-260-8690	100	<30' - 60 30' to <36' - 40	98	2 Reciprocal		35 ft.	10 ft.	14 ft.			
National Yacht Club	Toronto, Ontario 1 Stadium Road 416-260-8686	183	<30' - 40 30' to <36' - 100 36' to <40' - 20 40' to 45' - 23	180 + 100 moorings	3		45 ft. - sail-boats 40 ft. - power boats	8 ft.	15 ft.			
Ontario Place Marina	Toronto, Ontario 955 Lakeshore Boulevard 416-314-9858	350	30' - 80 36' - 120 45' - 60 50' - 60 55' - 30	325	25		90 ft.	14 ft.	20 ft.	Gas Diesel		Yes
Toronto Sailing & Canoe Club	Toronto, Ontario 1391 Lakeshore Blvd. West 416-533-5907	93		91 moorings	2 moorings		34 ft.	6 ft.	12 ft.		(4) $8.00/ day	

EXHIBIT 1A MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – NUMBER AND SIZE OF SLIPS (Continued)

Marina	Location	Total Slips	Number of Slips by Length	Seasonal Slips	Number of Transient Slips	Seasonal Slips[1] Occupied	Max. Length	Min. Draft	Max. Beam	Fuel	Launch Ramp	Marine Supplies
Boulevard Club	Toronto, Ontario 1491 Lakeshore Blvd. West 416-532-3341	58	30' - 20 36' - 20 45' - 16 50' - 2	56	2 Reciprocal		60 ft.	8 ft.	16 ft.			
Mimico Cruising Club	Toronto, Ontario 200 Humber Bay Park Road W 416-252-7737	302	30' - 120 36' - 70 45' - 60 50' - 52	287	15		50 ft.	10 ft.	15 ft.			
Etobicoke Yacht Club	Toronto, Ontario 300 Humber Bay Park Road W 416-259-1159	359	30' - 10 36' - 166 45' - 27 50' - 66	359	10 Reciprocal		44 ft.	12 ft.	16 ft.			
Toronto Humber Yacht Club	Toronto, Ontario 101 Humber Valley Road 416-231-4650	118	<26' - 40 30' - 78	114	4 Reciprocal		Clear-ance under bridge 10 ft. 30 ft.	5 ft.	14 ft.	Gas	$10.00/ day	
Lakeshore Yacht Club	Toronto, Ontario 76 Colonel Sam Smith Park Dr 416-255-3701	164	30' - 60 36' - 60 45' - 44	159	5 Reciprocal		46 ft.	12 ft.	17 ft.	Gas Diesel	Club mem-bers only	
Port Credit Yacht Club	Mississauga, Ontario 115 Lakefront Promenade 905-278-5578	383	<26' - 30 26' to <30' - 63 30' to <36' - 79 36' to <46' - 147 46'+ - 64	383	Depends on status of seasonal		60 ft.	14 ft.	20 ft. .		For junior sail, not for power boats	
Lakefront Promenade Marina	Mississauga, Ontario 135 Lakefront Promenade 905-274-7601	176	<26' - 32 26' to <30' - 28 30' to <36' - 66 36' to <46' - 50	176	All available depends on status of seasonal		45 ft.	5 ft.	15 ft.	Gas Diesel	$15.00/ day No trailer parking	

EXHIBIT 1A MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR’S SEASONAL MARKET AREA – NUMBER AND SIZE OF SLIPS (Continued)

Marina	Location	Total Slips	Number of Slips by Length	Seasonal Slips	Number of Transient Slips	Seasonal Slips[1] Occupied	Max. Length	Min. Draft	Max. Beam	Fuel	Launch Ramp	Marine Supplies
Port Credit Harbour Marina	Mississauga, Ontario 1 Port Street East 905-274-1595	575 47 are for bus-iness Use	<26’ - 322 26’ to <30’ - 114 30’ to <36’ - 77 36’ t0 <46’ - 62	575	Depends on status of seasonals		50 ft.	18 ft.	19 ft.	Gas Diesel	$20.00/ day parking include-ed	Yes
Credit Village Marina	Mississauga, Ontario 12 Stavebank Road 905-891-5217	64 (inclu-des 8 on pier wall)	<26’ - 6 26’ to <30’ - 0 30’ to <36’ - 28 36’ to <46’ - 18 46’ & over - 12	15	49		60 ft.	6 ft.	15 ft.		(2) $20.00/ day parking include-ed	Yes (across the street)
South Bay Harbour Marina	Holland Landing, Ontario 45 Morgans Road 905-235-0387	60	<25’ - 16 26’ - 16 30’ - 14 36’ - 14	60			40 ft.	5 ft.	12 ft.		$15.00/ Day	Yes
Holland River Marina	Holland Landing, Ontario 21259 Bathurst Street 905-853-6445	250	<26’ - 100 26’ - 40 30’ - 40 36’ to <46’ -70	250	When seasonals vacant		38 ft.	6 ft.	12 ft.	Gas	$15.00/ day	Yes
Albert’s Marina	Holland Landing, Ontario 21136 Bathurst Street 905-836-4125	300	<26’ - 72 26’ to <30’ - 68 30’ - 52 36’ to <46’ - 76 46’ - 32	285	15		55 ft.	7 ft.	14 ft.	Gas Diesel	$20.00/ day	Yes
King Dragon Marina and Restaurant	Keswick, Ontario 534 Lake Drive South 905-476-6270	140	<25’ - 66 26’ to <30 - 54 32’ - 20	137	3		35 ft.	4 ft.	12 ft.	Gas	$20.00/ day	Yes

EXHIBIT 1A MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – NUMBER AND SIZE OF SLIPS (Continued)

Marina	Location	Total Slips	Number of Slips by Length	Seasonal Slips	Number of Transient Slips	Seasonal Slips[1] Occupied	Max. Length	Min. Draft	Max. Beam	Fuel	Launch Ramp	Marine Supplies
Krates Marina Limited	Keswick, Ontario 290 The Queensway South 905-476-4552	520	20’ - 90 30’ - 110 36’ - 120 40’ - 90 50’ - 70 60’ - 40	500	20		60 ft.	6 ft.	14 ft.	Gas Diesel Pro-pane	$25.00/ with parking	Yes
Keswick Marine	Keswick, Ontario 236 The Queensway South 905-476-4343	110	<20’ - 40 26’ to <30’ - 50 38’ - 20	110	When seasonals vacant		38 ft.	6 ft.	12 ft.			Yes
Coves of Keswick Marina	Keswick, Ontario 119 Riveredge Drive 905-476-7919	52	<25’ - 52	52			21 ft.	4 ft.	12 ft.			Yes
Island Grove Landing & Marine	Keswick, Ontario 987 Lake Drive North 905-476-7600	18	<25’ – 18	18	When seasonals vacant		24 ft.	4 ft.	12 ft.	Gas Pro-pane	$15.00/ day	Yes
Willow Beach Marina	Willow Beach, Ontario 1354 Metro Road North 905-476-3553	156	20’ to <26’ - 146 26’ - 10	156	When seasonals vacant		28 ft.	5 ft.	13 ft.	Yes	$15.00/ day	Yes
Jackson’s Point Harbour Marina	Jackson’s Point, Ontario 19 Lorne Street 905-722-9717	56	20’ - 32 24’ - 12 28’ - 12	48	8		40 ft.	3 ft.	6 ft.			
Sibbald Point Provincial Park	Jackson’s Point, Ontario 26071 Park Road 905-722-9717	Equivalent 30 - 30’	158’ dock - 1 126’ dock - 1 95’ dock - 1 94’ dock - 1		30		100 ft.	2 ft.	8 ft.		$15.00/ day $150.00 season	
Virginia Beach Marina and Restaurant	Sutton West, Ontario 7751 Black River Road 705-437-2533	Equivalent 32 - 30’	20’ - 19 150’ dock - 1 233’ dock -1	32	Only when seasonals vacant		100 ft.	6 ft.	12 ft.	Gas	$16.00/ day	Yes
Peninsula Resort	Pefferlaw, Ontario 202 Holmes Road 705-437-1890	Equivalent 18 - 30’	1 - 600’ wooden shorewall		18		200 ft.	5 ft.	10 ft.		$20.00/ day	

EXHIBIT 1A MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – NUMBER AND SIZE OF SLIPS (Continued)

Marina	Location	Total Slips	Number of Slips by Length	Seasonal Slips	Number of Transient Slips	Seasonal Slips[1] Occupied	Max. Length	Min. Draft	Max. Beam	Fuel	Launch Ramp	Marine Supplies
Flying Bridge Marina	Pefferlaw, Ontario 1 Laurine Road 705-437-2373	100	20’ - 10 30’ - 50 36’ - 20 40’ - 20	100			50 ft.	5 ft.	18 ft.		$15.00/ day	
Everglades Marina	Pefferlaw, Ontario 54 Riverside Drive 705-437-1340	284	20’ - 60 26’ - 86 30’ - 74 36’ - 38 42’ - 26	284	When seasonals vacant		42 ft	6 ft.	17 ft.	Gas Diesel	$15.00/ day $160.00 /season	Yes
Quinn’s Marina	Pefferlaw, Ontario 25 Quinn Road 705-437-1122	Only for boats being ser-viced										Yes
Beaverton Victoria Yacht Club	Beaverton, Ontario 69 Victoria Street 705-426-7309	135	<26’ - 25 26’ - 40 30’ - 50 40’ - 20	115	20		45 ft.	5 ft.	14 ft.	Gas	Free for mem-bers $20.00/ day	
Presqu’ile Landing Marina	Brighton, Ontario 101 Harbour Street 613-475-3030	32	<26’ - 6 30’ - 10 40’ - 16	32			42 ft.	4 ft.	18 ft.		Yes	
Presqu’ile Yacht Club	Brighton, Ontario 70 Price Street East 613-475-1078	44	<26’ - 10 26’ to <30’ - 30 30’ - 4	44	5 Reciprocal		34 ft.	4 ft.	13 ft.			
Harbourview Motel & Marina	Brighton, Ontario 4 Bay Street West 613-475-1515	26	28’ - 26	22	4		32 ft.	8 ft.	17 ft.	Gas	Yes	Yes
Bay Street Marina	Brighton, Ontario 2 Bay Street West 613-475-5088	30	30’ - 8 36’ - 10 40’ - 6 50’ - 6	26	4		60 ft.	7 ft.	Un-limited .		$5.00 in/out $55.00 season	
Stoneburg Cove Resort	Carrying Place, Ontario 63 Carter Road 613-475-0765	65	<26’ - 20 26’ to <30’ - 30 30’ to <36’ - 10 36’ to <40’ - 3 40’ - 2	63	2		45 ft.	5 ft.	14 ft.	Gas Diesel		

EXHIBIT 1A MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – NUMBER AND SIZE OF SLIPS (Continued)

Marina	Location	Total Slips	Number of Slips by Length	Seasonal Slips	Number of Transient Slips	Seasonal Slips[1] Occupied	Max. Length	Min. Draft	Max. Beam	Fuel	Launch Ramp	Marine Supplies
Wellers Bay Campground & Marina	Carrying Place, Ontario 79 Carter Road 613-475-3113	22	<25' - 16 25' to <30' - 6	10	12		28 ft.	8 ft.	12 ft.	Gas	$10.00 daily	Yes
Colasante RV Park & Marina	Carrying Place, Ontario 97 Carter Road 613-475-4561	20	26' to <30' - 10 30' to <36' - 6 36' to <40' - 3 40' - 1	17	3		40 ft.	3 ft.	15 ft.		$10.00/ day	
Camp Barcovan	Carrying Place, Ontario 133 Carter Road 613-475-1355	20	22' - 16 25' - 4	20	Only when seasonal slips are vacant		25 ft.	3.5 ft.	12 ft.		$10.00/ day	
Wellington Harbour	Wellington, Ontario 151 Main Street 613-399-3649	40	30' - 24 36' - 10 40' - 6	26	14		40 ft.	5 ft.	15 ft.	Gas Diesel	$10.00/ day	Yes
Fraser Park Marina	Quinte West, Ontario 1 Fraser Park Drive 613-394-2561	With opening of Trent Port Marina basin is now only used as a facility for fuel and pump out					36 ft.	5 ft.	15 ft.	Gas Diesel		
Trent Port Marina	Quinte West, Ontario 15 Creswell Drive 613-392-2841 ext. 7100	374	30' - 100 36' - 240 46' - 34	320	54		94 ft.	9 ft.	16 ft.		$12.00/ day	
CFB Trenton Yacht Club	Quinte West, Ontario Bakers Island 613-392-8995	110	26' to <30' - 30 30' to <36' - 50 36' to <40' - 20 40' to <46' - 10	110	10 reciprocal		45 ft.	5.5 ft.	17 ft.			
Bay Marine	Quinte West, Ontario 145 Lakeside Street 613-394-6691	52	30' - 10 36' - 20 40 - 10 50' - 12	40	12		60 ft.	8 ft.	18 ft.	Gas Diesel	$12.00/ day	Yes
Stillwater Basin Marina	Belleville, Ontario 9 Wilke Street 613-966-1220	55	<26' - 10 26' to <30' - 30 30' to <36' - 15	50	5		35 ft.	6.5 ft.	13 ft.			

EXHIBIT 1A MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – NUMBER AND SIZE OF SLIPS (Continued)

Marina	Location	Total Slips	Number of Slips by Length	Seasonal Slips	Number of Transient Slips	Seasonal Slips[1] Occupied	Max. Length	Min. Draft	Max. Beam	Fuel	Launch Ramp	Marine Supplies
Crate Marine Belleville	Belleville, Ontario 25 Dundas Street West 613-966-9338	200	<26' - 20 30' - 60 36' - 70 40' - 20 46'- 30	170	30		50 ft.	5 ft.	17 ft.	Gas Diesel	$18.00/ day	Yes
Bay of Quinte Yacht Club	Belleville, Ontario Victoria Park 613-966-5931	130	<26' - 10 26' to <30' - 40 30' to <36' - 70 36' to <46' - 10	130	12 reciprocal		60 ft.	6 ft.	18 ft.			
Victoria Park Harbour	Belleville, Ontario Victoria Park 613-967-1906	136	26' to <30' - 100 30' to <35' - 36	136			35 ft.	8 ft.	13 ft.			
Meyer's Pier Marina	Belleville, Ontario 1 South Front Street 613-957-1906	172	30' - 60 36' - 60 40' - 20 46' - 22 50' - 10	154	18		55 ft.	10 ft.	17 ft.	Gas Diesel	$12.00/ day	Yes
Hastings Village Marina	Hastings, Ontario 35 Homewood Avenue 705-696-3226	64	26' to <30' - 26 30' to <36' - 30 36' to <40' - 8	44	20		90 ft.	7 ft.	14 ft.		$9.50/ day	
Lang's Resort & Marina	Roseneath, Ontario 1156 Merrill Road 905-352-2308	24	20' to <26' - 6 26' to <30' - 8 30' to <36' - 6 36' to <40' - 4	18	6		50 ft.	6 ft.	12 ft.	Gas Diesel	$10.00/ day + $10.00/ day for parking	

EXHIBIT 1A MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR’S SEASONAL MARKET AREA – NUMBER AND SIZE OF SLIPS (Continued)

Marina	Location	Total Slips	Number of Slips by Length	Seasonal Slips	Number of Transient Slips	Seasonal Slips[1] Occupied	Max. Length	Min. Draft	Max. Beam	Fuel	Launch Ramp	Marine Supplies
Muskie Bay Resort	Robin Landing, Ontario 178 Rice Lake Road 905-352-2221	50	<25’ - 10 26’ to <30’ - 20 30’ to 36’ - 20	46	4		32 ft.	6 ft.	14 ft.	Gas	$12.50 Daily	
Golden Beach Resort & Condominiums	Roseneath, Ontario 7100 County Road 18 905-342-5366	300	<25’ - 70 26’ to <30’ - 70 30’ to <36’ - 60 36’ to <40’ - 60 40’ to <48’ - 40	200	100		50 ft.	5 ft.	12 ft.	Gas Diesel	$12.00 Daily $125.00 /season	Yes
Pratt’s Landing Marina	Gores Landing, Ontario 4783 Plank Road 905-342-2041	40	<26’ - 28 26’ to <30’ - 4 30’ - 8	36 6 covered	4		30 ft.	8 ft.	16 ft.	Gas Diesel	$13.00 Daily	
Plank Road Cottages & Marina	Gores Landing, Ontario 5303 Plank Road 905-342-555	30	<25’ - 20 25’ to <30’ - 6 30’ - 4	25 6 covered	5		36 ft.	7 ft.	13 ft.	Gas	$14.00 Daily $110.00 season al	
Harris Boat Works	Gores Landing, Ontario 5369 Harris Boat Works Road 905-342-2153	69	<26’ - 20 26’ to <30’ - 18 30’ to <36’ - 20 36’ to <46’ - 11	65	4		50 ft.	6 ft.	12 ft.	Gas Diesel	$10.00 Daily $120.00 season al	Yes
Captain’s Marina & Sports Rentals	Bewdley, Ontario 4997 Rice Lake Drive 905-797-2877	40	20’ to <26’ - 10 26’ to <30’ - 20 30’ to <40’ - 10	35	5		42 ft.	6 ft.	13 ft.		$10.00 Daily $95.00 season al	Yes
Heartland Marina	Bewdley, Ontario 5091 Rice Lake Road 905-797-2790	30	<25’ - 18 25’ to <30’ - 6 30’ to 36’ - 6	24	6		36 ft.	6 ft.	12 ft.	Gas Diesel	$14.00 Daily	Yes

EXHIBIT 1A MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – NUMBER AND SIZE OF SLIPS (Continued)

Marina	Location	Total Slips	Number of Slips by Length	Seasonal Slips	Number of Transient Slips	Seasonal Slips[1] Occupied	Max. Length	Min. Draft	Max. Beam	Fuel	Launch Ramp	Marine Supplies
BJ Tackle	Bewdley, Ontario 5103 Rice Lake Road 705-797-2632	50	20' to <26' - 30 26' to <30' - 10 30' to <36' - 10	47	3		35 ft.	7 ft.	12 ft.			Yes
Southview Cottages	Hall Landing, Ontario 875 Southview Drive 705-939-6761	50	<25' - 20 25' to <30' - 16 30' - 14	35	15		30 ft.	15 ft.	16 ft.	Gas Diesel	$20.00 in or out	
McGregor Bay Marina	Keene, Ontario 751 Brazeau Lane 705-295-6697	20	<20' - 14 20' to <25' - 6	20			24 ft.	4 ft.	10 ft.	Gas	$18.00 daily	Yes Limited
Indian River Lodge	Keene, Ontario 3331 County Road 2 705-295-6867	30	<25' - 20 25' to <30' - 6 30' - 4	26	4		30 ft.	6 ft.	12 ft.	Gas		
Shady Acres Cottages & Marina	Keene, Ontario 13456 North Lake Road 905-295-6815	200	<25' - 120 25 to <30' - 60 30' - 20	190	10		35 ft.	5 ft.	10 ft.	Gas	$12.50 Daily	
Bensfort Bridge Resort	Bensfort Bridge, Ontario 1821 County Road 2 705-939-6515	32	<26' - 20 26' to <30' - 8 30' to <36' - 4	20	12		40 ft.	5 ft.	10 ft.	Gas	$14.00/ daily	
River Bend Marina	Telephone Point, Ontario 376 Carolyn Street 705-745-3483	28	25' - 15 30' - 12 68' - 1	20	8		65 ft.	6 ft.	16 ft.	Gas Diesel	$16.00/ daily	Yes
Peterborough Marina	Peterborough, Ontario 92 George Street North 705-745-8787	92	<26 ft. - 20 26' to <30' - 40 30' to <36' - 20 36' -12	62	30		40 ft.	6 ft.	14 ft.	Gas Diesel	$15.00/ day	

[1] An analysis of postal codes indicated that 93.5 percent of seasonal boaters at Cobourg Marina from 2015 to 2017 were from Northumberland, and Peterborough Counties; Durham, York, and Peel Regions; and Metropolitan Toronto. 11,343 seasonal slips and moorings were occupied during the 2017 boating season; an occupancy of 91.7 percent. The occupancy numbers for each marina have been removed from this EXHIBIT to protect the confidence in which they were given.

EXHIBIT 1B MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FACILITIES AND SERVICES

Marina	Haul Out	Repairs	Food	Facilities	Shore Power (amps)	Pump out	Recreation Facilities	Sales	Hookups	Parking Spaces	Dry land Seasonal Storage	Winter Storage	Plans for Future Changes
Town of Cobourg Marina	Rental crane, rental mast crane		Ice/Water Restaurant Groceries	Showers Washrooms Laundry	20 amp. - 52 30 amp. - 126 2 x 30 amp. - 34	$10.00/ tank seasonal $20.00/ tank service	Picnic tables, Recreation area, Camp sites, BBQ's		Power Water WIFI	No dedi-cated marina parking	Yes	Outside - 70 boats on site 30 boats off site	Discussions on additional slips underway
Port Hope Marina			Ice/Water Snack bar	Showers Washrooms	30 amp. all slips		Beach		Power Water for transients only	10	Yes .		Unknown - Plans have been underway since 2013
Port of Newcastle Marina	25 ton travel lift	Hulls Engines Electrical	Ice/Water Licensed Snack bar	Showers Washrooms Laundry	30 amp. - 240 50 amp. - 20	$17.00/ Tank	Picnic tables Gas BBQs Children's play area, Beach Tennis courts Beach volleyball		Power Water Internet	160	Yes	Outside - 200 boats	None
Port Darlington Marina	25 ton travel lift	Hulls Engines Electrical	Ice/Water Restaurant Banquet rooms	Showers Washrooms Laundry	15 amp. - 50 30 amp. - 40 50 amp. - 10	$17.00/ Tank	Picnic Tables	Boats	Power Water	100	Yes Limited	Outside - 60 boats	None Property & marina have been up for sale a number times in past 5 years
Wiggers Custom Yachts	2 - 50 ton travel lifts Spar crane	Hulls Engines Electrical Sails		Washrooms	30 amp. - 15	$30.00/ tank		Boats	Power Water		Yes	Outside - 150 boats Inside - 70 boats Inside heated - 50 boats	None

EXHIBIT 1B MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FACILITIES AND SERVICES (Continued)

Marina	Haul Out	Repairs	Food	Facilities	Shore Power (amps)	Pump Out	Recreation Facilities	Sales	Hookups	Parking Spaces	Dry land Seasonal Storage	Winter Storage	Plans for Future Changes
Whitby Yacht Club	Rental Crane		Ice/Water Dining room, Bar	Showers Washrooms Laundry	15 amp. - 30 30 amp. - 125 50 amp. - 25	Club members free $15.84/tank visitors	Picnic tables Gas BBQs Children's play area, Beach		Power Water WiFi	200	Yes .	Outside - 160 boats	None
Port Whitby Marina	5 ton fork lift 50 ton travel lift 20 ton hydraulic trailer Mast crane	Hulls Engines Electrical Sails	Ice/Water Bar/lounge	Showers Washrooms Laundry	30 amp. - 270 50 amp. - 100	Seasonals free $15.84/tank Transients	Picnic tables BBQs Playground		Power Water WiFi	250	Yes	Outside - 275 to 300 boats Inside - 50 boats	None
Tenkey Marina		Engines	Ice/Water Restaurant	Showers Washrooms	30 amp. - 20 50 amp. - 18	Seasonal free $20.00/tank non seasonal non Tenkey Yacht Club member $15.00/tank visiting yacht club member	Picnic tables BBQs Canoe/ kayak/ standup paddle board/ fishing boat & motor rentals		Power Water on 1 dock	35	Yes		None
Tenkey Yacht Club			Ice/Water Clubhouse	Showers Washrooms	15 amp. - 10 30 amp. - 5	Yes	Picnic tables Gas BBQs Playground		Power Water	16	Yes Limited	Outside - 18 boats	None

EXHIBIT 1B MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FACILITIES AND SERVICES (Continued)

Marina	Haul Out	Repairs	Food	Facilities	Shore Power (amps)	Pump Out	Recreation Facilities	Sales	Hookups	Parking Spaces	Dry land Seasonal Storage	Winter Storage	Plans for Future Changes
Frenchman's Bay Marina	15 & 30 ton travel lifts Mast crane	Hulls Engines	Ice/Water	Showers Washrooms Laundry	15 amp. - 55 30 amp. - 150 50 amp. - 70	Seasonals free $20.00/tank transients, monthly customers $50.00/tank at slip	Picnic tables Gas BBQs Playground		Power Water Cable TV Pump Out	210	Yes	Outside - 250 boats In-water moorings	None
Frenchman's Bay Yacht Club			Ice/Water Clubhouse, Kitchen facilities, Licensed Lounge	Showers Washrooms	30 amp. - 80 50 amp. - 20	Members free $20.00/tank	Picnic Tables Gas BBQ's Children's play area, Beach		Power Water WiFi	80	Yes Limited	Outside - 80 boats	None
Scarborough Bluffs Sailing Club			Ice/Water Kitchen & lounge in Clubhouse	Showers Washrooms			Picnic tables Gas BBQs		Public telephone e-mail hookup		Yes Limited .		None
Highland Yacht Club			Ice/Water	Showers Washrooms	20 amp. - 60 30 amp. - 30 50 amp. - 30	Members free $18.00/tank	Picnic tables Gas BBQs		Power Water	80	Yes	Outside - 80 boats	None
Cathedral Bluffs Yacht Club			Ice/Water Restaurant	Showers Washrooms Laundry	30 amp. - 250 50 amp. - 100	Members free $18.00/tank	Picnic tables Gas BBQs Children's play area, Deck		Power Water	200	Yes	Outside - 300 boats	None
Bluffers Park Yacht Club			Ice/Water	Showers Washrooms Laundry	15 amp. - 60 30 amp. - 50 50 amp. - 32	Members free	Picnic tables Gas BBQs Children's play area		Power Water	100	Yes		None

EXHIBIT 1B MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FACILITIES AND SERVICES (Continued)

Marina	Haul Out	Repairs	Food	Facilities	Shore Power (amps)	Pump Out	Recreation Facilities	Sales	Hookups	Parking Spaces	Dry land Seasonal Storage	Winter Storage	Plans for Future Changes
Bluffers Park Marina	40 ton travel lift 12 ton hydraulic trailer 8 ton fork lift Mast crane	Hulls Engines Electrical Sails	Ice/Water Restaurant Snack bar	Showers Washrooms Laundry	20 amp. - 20 30 amp. - 350 50 amp. – 60	$20.00/tank $150.00 season	Picnic tables BBQs	Engines Boats	Power Water	320	Yes .	Outside - 350 boats	None
Ashbridge's Bay Yacht Club			Ice/Water	Showers Washrooms Laundry	15 amp. - 160 30 amp. - 80 50 amp. - 40	$15.00/ Tank	Picnic tables Gas BBQs		Power Water	210	Yes Limited	Outside - 260 boats	None
Toronto Hydroplane & Sailing Club			Ice/Water	Showers Washrooms	15 amp. - 100 30 amp. - 100 50 amp. - 10	$17.00/ Tank	Picnic tables Gas BBQs Patio		Power Water	165	Yes		None
Aquatic Park Sailing Club			Ice/Water	Showers Washrooms			Picnic tables			7	Yes Limited	Outside - 90 boats	None
Outer Harbour Marina	50 ton travel lift 30 ton hydraulic trailer 5 ton fork lift 8 ton crane	Hulls Engines Electrical	Ice/Water	Showers Washrooms Laundry	30 amp. - 330 50 amp - 274	Seasonals free Transients $22.00/ tank	Picnic tables BBQs		Power Water WiFi	490	Yes	Outside - 500 boats Indoor - 26 boats	Under discus-sion, has space for 636 more slips
Toronto Multihull Cruising Club	Mast crane		Clubhouse Kitchen	Shower Washrooms			Picnic Tables Gas BBQ's			10	Yes Limited	Outside Members only	None

EXHIBIT 1B MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FACILITIES AND SERVICES (Continued)

Marina	Haul Out	Repairs	Food	Facilities	Shore Power (amps)	Pump Out	Recreation Facilities	Sales	Hookups	Parking Spaces	Dry land Seasonal Storage	Winter Storage	Plans for Future Changes
Royal Canadian Yacht Club	20 ton travel lift		Ice/Water Formal dining room Snack Bar	Showers Washrooms Laundry	15 amp. - 10 30 amp. - 300 50 amp. - 50	Member free $22.00/ tank	Adult & Children's swimming pools Tennis courts Children's playground, Patios		Power Water	Parking priviled-ges on Queens Quay	Yes	Outside - 300 boats	None
Queen City Yacht Club	Marine railway		Ice/Water Dining room Bar	Showers Washrooms Laundry	30 amp. - 70 50 amp. - 40	Member free $20.00/ tank	Picnic tables Children's play area Indoor kids' room		Power Water Public telephone		Yes	Outside - 104 boats	None
Island Yacht Club	Travel lift		Ice/Water Dining room Lounge, Bar Snack bar	Showers Washrooms Laundry	15 amp. - 60 30 amp. - 150 50 amp. - 40	Annuals free $20.00/ Tank	Picnic tables Gas BBQ's Children's playground Swimming pool Tennis courts		Power Water		Yes	Outside - 200 boats	None
Hanlan's Point			Ice/Water Snack bars	Showers Washrooms	15 amp. - 30 30 amp. - 60		Picnic tables BBQ's, Wading pools, Tennis, Volleyball, Beaches, Bicycle rental		Power Water				None
Toronto Island Marina	15 ton travel lift Mast crane	Hulls Engines Electrical Sails	Ice/Water Groceries Restaurant Patio bar	Showers Washrooms Laundry	15 amp. - 10 30 amp. - 110 50 amp. - 30	Annuals free $20.00/ tank	Picnic tables		Power Water Public telephone WiFi		Yes	Outside - 80 boats	None

EXHIBIT 1B MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FACILITIES AND SERVICES (Continued)

Marina	Haul Out	Repairs	Food	Facilities	Shore Power (amps)	Pump Out	Recreation Facilities	Sales	Hookups	Parking Spaces	Dry land Seasonal Storage	Winter Storage	Plans for Future Changes
Marina Quay West			Ice/Water Ice cream	Showers Washrooms Laundry	30 amp. - 100 50 amp. - 100	$15.00/ 30 gallons or less	Picnic tables		Power Water Public telephone WiFi	100			None
Marina 4			Ice/Water	Showers Washrooms Laundry	30 amp. - 80 50 amp. - 20	$15.00/ 30 gallons or less			Power Water Public telephone WiFi	60			None
Alexandra Yacht Club	51/2 ton crane Rental crane for haulout/ launch		Ice/Water Kitchen	Showers Washrooms	20 amp. - 40 30 amp. - 60	Free for member all others $25.00/ Tank	Picnic tables Gas BBQ's		Power Water Public telephone Wireless internet	80	Yes	Outside - 98 boats	None
National Yacht Club	Rental crane for haulout/ Launch		Ice/Water Licensed dining room Balcony for outdoor dining	Showers Washrooms Laundry	30 amp. - 163 50 amp. - 20		Picnic tables Gas BBQ's Children's playground		Power Water Public telephone WiFi	235	Yes		None
Ontario Place Marina	20 ton hydraulic trailer Mast crane	Can be arranged	Ice/Water Marina Grill Licensed outdoor patio	Showers Washrooms Laundry	30 amp. - 220 50 amp. - 130		Picnic tables		Power Water Public telephone WiFi	260	Yes		None
Toronto Sailing & Canoe Club			Ice/Water Catered grill Bar, Cold snacks	Showers Washrooms		$16.00/ Tank	Picnic tables Gas BBQ's		Public telephone	65	Yes		None

EXHIBIT 1B MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FACILITIES AND SERVICES (Continued)

Marina	Haul Out	Repairs	Food	Facilities	Shore Power (amps)	Pump Out	Recreation Facilities	Sales	Hookups	Parking Spaces	Dry land Seasonal Storage	Winter Storage	Plans for Future Changes
Boulevard Club			Ice/Water Dining room Licensed patio, Cafe Bar	Showers Washrooms Laundry	30 amp. - 38 50 amp. - 20	Members free	Indoor & Outdoor pools Badminton Tennis, Lawn bowling, Fitness Centre, Saunas Teen games room, Play area for preschoolers		Power Water Public telephone WiFi	70	Yes Limited	Outside - 20 boats	None
Mimico Cruising Club	Dual purpose crane - lift up to 3,000 lbs Mast stepping.		Ice/Water Licensed restaurant Deck for outdoor dining	Showers Washrooms Laundry	20 amp. - 80 30 amp. - 152 50 amp. - 70	Members free $20.00/ tank all others	Picnic tables Gas BBQ's Children's play area		Power Water Public telephone WiFi	235	Yes	Outside - 270 boats	None
Etobicoke Yacht Club	2 ton crane Mast crane		Ice/Water Licensed Dining, Bar	Showers Washrooms Laundry	30 amp. - 166 50 amp. - 193		Picnic tables Gas BBQ's Children's play area		Power Water WiFi	480	Yes	Outside - 350 boats	None
Toronto Humber Yacht Club			Ice/water Clubhouse Bar, Snack bar	Showers Washrooms	15 amp. - 78 30 amp. - 40	$14.00/ Tank	Picnic tables Gas BBQ's		Power Water Public telephone	90	Yes Limited	Outside - 100 boats	None
Lakeshore Yacht Club	Rental crane for haulout/ Launch		Ice/water Clubhouse Kitchen Lounge	Showers Washrooms Laundry	30 amp. - 124 50 amp. - 40	Members free $20.00/ tank	Picnic tables Gas BBQ's Children's play area, Loaner bikes		Power Water Public telephone Wireless internet	125	Yes	Outside - 159 boats	None

EXHIBIT 1B MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FACILITIES AND SERVICES (Continued)

Marina	Haul Out	Repairs	Food	Facilities	Shore Power (amps)	Pump Out	Recreation Facilities	Sales	Hookups	Parking Spaces	Dry land Seasonal Storage	Winter Storage	Plans for Future Changes
Port Credit Yacht Club	30 ton travel lift, 40 ton travel trailer, 2 dinghy cranes, 1 mast crane		Ice/water Clubhouse Dining room Bar, Licensed Patio	Showers Washrooms Laundry	30 amp. - 318 50 amp. - 65	Members free $16.00/ Tank	Picnic tables Gas BBQ's Swimming pool Children's play area		Power Water Public telephone WiFi	350	Yes Limited	Outside - 400 In water - 16	None
Lakefront Promenade Marina	Rent Hydrau-lic truck/ Trailer		Ice/water Licensed outdoor concession Food patio	Showers Washrooms Laundry	15 amp. - 56 30 amp. - 120	$16.00/ tank	Picnic tables Charcoal BBQ's Children's play area		Power Water Public telephone WiFi	120		Outside - 50 spaces	None
Port Credit Harbour Marina	35 ton travel lift, 20 ton hydraulic trailer, 17.5 ton mast crane boom truck Fork lift	Hulls Engines Electrical Sails Painting Uphols-tery Signs	Ice/water Restaurant Patio Bar & Grill	Showers Washrooms Laundry	30 amp. - 520 50 amp. - 55	Free for slip holders $20.00/ tank all others	Picnic tables Gazebos		Power Water Some phone jacks on docks Public telephone WiFi	1,200 (145 are for busi-ness use)	Approx. 10 acres	Inside - 130 Outside - 325 Historic-ally have had more boats in storage	Negotia-tions under way with Canada Lands for City to take over marina – fewer slips, but longer slips
Credit Village Marina			Ice/water Privately operated restaurant	Showers Washrooms Laundry	15 amp. - 4 30 amp. - 58 50 amp. - 2		Picnic tables BBQ area		Power Water Public telephone			Outside - 50 boats	None
South Bay Harbour Marina			Water/Ice	Washrooms Showers	15 amp. - 20 30 amp. - 10		Picnic tables, Swimming pool	Boats	Power Water	30	Yes	Outside - 65 boats	None

EXHIBIT 1B MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FACILITIES AND SERVICES (Continued)

Marina	Haul Out	Repairs	Food	Facilities	Shore Power (amps)	Pump Out	Recreation Facilities	Sales	Hookups	Parking Spaces	Dry land Seasonal Storage	Winter Storage	Plans for Future Changes
Holland River Marina	20 ton travel lift, 10 ton fork lift, 20 ton crane	Engines Electrical Fibreglass Hulls	Water/Ice Chip truck	Washrooms Showers Coin laundry	20 amp. - 100 30 amp. - 70	$15.00/ tank	Picnic tables, BBQs, Children's playground, Swimming pool		Power Water WiFi	125	Yes	Outside - 150 boats	None
Albert's Marina	25 ton travel lift, Mobile crane	Engines Hulls Sails	Water/Ice Restaurant	Washrooms Showers	30 amp. - 200 50 amp. - 50	$17.50/ tank	Picnic tables, Children's play area, Swimming pool, Sauna, Hot tub, Basketball, Camp sites		Power Water	150	Yes	Outside - 225 boats	None
King Dragon Marina and Restaurant	Hydraulic trailer - boats up to 35'	Engines Electrical Sails	Water/Ice Restaurant	Washrooms Showers	15 amp. - 80		Picnic tables, BBQs, Children's play area, Beach		Power Water	84		Outside - 40	None
Krates Marina Limited	50 ton travel lift, Fork lift, Hydraulic trailer Mast crane	Engines Electrical Painting Hulls Sails	Water/Ice	Washrooms Showers Laundry	30 amp. - 250 50 amp. - 200	$18.00/ tank	Picnic tables, Children's play area, Beach, 2 Swimming pools, Beach volleyball, Boat rentals	Boats Motors Yacht Broker	Power Water WiFi Cable TV Telephone	270	Yes	Outside - 350 boats Inside - 100 boats Inside heated – 100 boats	None
Keswick Marine	Hydraulic trailer - boats up to 38'	Engines	Water/Ice	Washrooms Showers	30 amp. - 60	$16.00/ tank	Picnic tables, BBQs	Boats Motors Yacht Broker	Power Water WiFi	60	Yes Limited	Outside - 110 boats	None
Coves of Keswick Marina	Fork lift - boats up to 21'	Engines Electrical Fibreglass Hulls Sails	Water/Ice	Washrooms	15 amp. - 30		Picnic tables, BBQs, Fire pit		Power Water WiFi	30	Yes Limited	Outside - 48 boats	None

EXHIBIT 1B MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FACILITIES AND SERVICES (Continued)

Marina	Haul Out	Repairs	Food	Facilities	Shore Power (amps)	Pump out	Recreation Facilities	Sales	Hookups	Parking Spaces	Dry land Seasonal Storage	Winter Storage	Plans for Future Changes
Island Grove Landing & Marine	Rental crane		Water/Ice	Washrooms Showers	15 amp. - 10				Power Water	10	Yes Limited	Outside - 25 boats	None
Willow Beach Marina	Fork lift - boats up to 28'	Engines	Water/Ice	Washrooms	15 amp. - 70 30 amp. - 30		Picnic tables		Power Water	100	Yes	Outside - 80 boats	None
Jackson's Point Harbour Marina			Water	Washrooms Showers	15 amp. - 30		Picnic tables, Beach, Children's Playground		Power	30			Under review
Sibbald Point Provincial Park			Water Grocery store, Snack bar	Washrooms Showers			Picnic area, Campsites, Nature trail			50			None
Virginia Beach Marina and Restaurant	Hydraulic trailer - boats up to 34'	Engines	Water/Ice Restaurant/ Snack bar	Washrooms	20 amp. - 10	$16.00/ tank			Power Water WiFi Telephone	20	Yes		None
Peninsula Resort			Water/Ice Restaurant	Washrooms			Picnic tables, Beach		WiFi Telephone	10	Yes		None
Flying Bridge Marina	30 ton travel lift	Engines	Water/Ice	Washrooms Showers Coin laundry	20 amp. - 50 30 amp. - 30	$18.00/ tank	Children's playground, Swimming pool, Basketball court		Power Water	60	Yes	Outside - 66 boats	None
Everglades Marina	Hydraulic trailer - boats up to 42'	Engines	Water/Ice	Washrooms Showers	15 amp. - 150 30 amp. - 60	$18.00/ tank	Picnic tables, Children's playground		Power Water Telephone	172	Yes	Outside - 150 boats	None
Quinn's Marina	Hydraulic trailer - boats up to 35'	Engines Electrical Fibreglass		Washrooms	15 amp.		Picnic area		Power	10	Yes Limited	Outside - 30 boats Inside - 12 boats	None

EXHIBIT 1B MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FACILITIES AND SERVICES (Continued)

Marina	Haul Out	Repairs	Food	Facilities	Shore Power (amps)	Pumpout	Recreation Facilities	Sales	Hookups	Parking Spaces	Dry land Seasonal Storage	Winter Storage	Plans for Future Changes
Beaverton Victoria Yacht Club	20 ton travel lift	Engines Electrical Hulls Sails	Water/Ice Snack bar	Washrooms Showers	30 amp.	Yes	Picnic tables, BBQs, Sauna, Swimming pool,		Power Water WiFi Telephone	80	Yes Limited	Outside - 120 boats	None
Presqu'ile Landing Marina	Up to 45 feet		Ice/Water Snack bar	Showers Washrooms	20 amp. - 2 30 amp. - 23	Yes	Picnic tables, complimentary bicycles		Power Water WIFI	22	Yes Limited	Outside - 8 boats	None
Presqu'ile Yacht Club	Rental Crane		Ice/Water Clubhouse Snack bar	Showers Washrooms	20 amp. - 20 30 amp. - 24		Picnic tables, BBQ's		Power Water	30	Yes Limited	Outside - 30 boats	None
Harbourview Motel & Marina	Rental Crane	Engines	Ice/Water Café	Showers Washrooms	30 amp. - 10 50 amp. - 16		Picnic tables, Playground, BBQ's		Power Water	16	Yes .	Outside - 20 boats	None
Bay Street Marina				Washrooms	15 amp. - 10 30 amp. - 20				Power	15	Yes Limited		None
Stoneburg Cove Resort	45 ft.	Engines Electronic Hulls Sails	Ice/Water Groceries	Showers Washrooms Laundry	15 amp. - 20 30 amp. - 40 50 amp. - 5	Yes	Swimming pool, Recreation area, Picnic tables, BBQ's	Boats Motors	Power Water	35		Outside - 60 boats	None
Wellers Bay Campground & Marina			Ice/Water Groceries	Showers Washrooms Laundry	20 amp all slips	Yes	Picnic tables, Recreation area	Boats Trailers	Power Water	10		Outside - 20 boats	None
Colasante RV Park & Marina				Showers Washrooms	20 amp all slips	Yes	Swimming pool, Picnic tables		Power Water	8		Outside - 15 boats	None

EXHIBIT 1B MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FACILITIES AND SERVICES (Continued)

Marina	Haul Out	Repairs	Food	Facilities	Shore Power (amps)	Pumpout	Recreation Facilities	Sales	Hookups	Parking Spaces	Dry land Seasonal Storage	Winter Storage	Plans for Future Changes
Camp Barcovan			Ice/Water	Showers Washrooms	15 amp. - 16 20 amp. - 4		Beach, Swimming, Picnic tables, BBQ's		Power	10		Outside - 20 boats	None
Wellington Harbour		Engines	Ice/Water Restaurant Groceries Snack Bar	Showers Washrooms Laundry	30 amp. - 30 50 amp. - 10	$17.50/ Tank	Picnic tables, Boat rentals		Power Water	26	.		None
Fraser Park Marina			Ice/Water	Showers Washrooms	15 amp. - 4 30 amp. - 10	$22.10 single use $330.80 seasonal use	Picnic tables		Power Water				None
Trent Port Marina			Ice/Water Canteen	Showers Washrooms Laundry	30 amp. - 200 50 amp. - 174		BBQ's, Covered seating patio, Beach		Power Water WIFI	250	Yes	Outside - 270 boats	None
CFB Trenton Yacht Club	Rental crane, Mast crane		Clubhouse, Bar, Ice/Water Groceries	Showers Washrooms	15 amp. - 10 30 amp. - 40 50 amp. - 30	Free for members $18.00/ tank all others	Picnic tables, BBQ's		Power Water	80	Yes .	Inside - 30 boats Outside - 70 boats	None
Bay Marine	3 ton fork lift 15 ton hydrau-lic trailer 40 ton travel lift	Engines Electronic Trailers	Ice/Water	Showers Washrooms	30 amp. - 32 50 amp. - 20	$20.00/ tank	Picnic tables, BBQ's	Boats Motors Trail-ers	Power Water	30	Yes Including area for boats under repair	Outside - 40 boats	None

EXHIBIT 1B MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FACILITIES AND SERVICES (Continued)

Marina	Haul Out	Repairs	Food	Facilities	Shore Power (amps)	Pumpout	Recreation Facilities	Sales	Hookups	Parking Spaces	Dry land Seasonal Storage	Winter Storage	Plans for Future Changes
Stillwater Basin Marina	12 ton travel lift		Ice/Water Convenience store	Showers Washrooms Laundry	15 amp. - 10 30 amp. - 45	$17.00/ tank	Picnic Tables, BBQ's		Power Water	30	Yes .	Outside - 40 boats	None
Crate Marine Belleville	50 ton travel lift Fork lift Hyd-raulic trailer up to 55'	Engines Electronic Hulls Sails	Ice/Water	Showers Washrooms Laundry	30 amp. - 130 50 amp. - 70	$15.00/ tank Free with $100.00 fuel	Swimming pool, Picnic tables	Boats Motors	Power Water WiFi	130	Yes	Outside - 250 boats	None
Bay of Quinte Yacht Club			Clubhouse, Bar, Ice/Water Snack bar	Showers Washrooms	20 amp. - 10 30 amp. - 110 50 amp. - 10		Recreation area		Power Water	100	Yes	Outside - 118 boats	Have a waiting list for slips, but no space for them
Victoria Park Harbour			Ice/Water	Showers Washrooms	15 amp. - 20 30 amp. - 116	$15.00/ tank	Picnic tables, BBQ's		Power Water WIFI internet access	80		Outside - 130 boats	Have a waiting list for slips, but no space to provide them
Meyer's Pier Marina			Ice/Water Restaurant Groceries Variety store	Showers Washrooms Laundry	30 amp. - 140 50 amp. - 32	$15.00/ tank	Picnic tables, Playground, BBQ's		Power Water WIFI internet access	110	Yes, About 1,500-2,000 sq. ft.		

EXHIBIT 1B MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FACILITIES AND SERVICES (Continued)

Marina	Haul Out	Repairs	Food	Facilities	Shore Power (amps)	Pumpout	Recreation Facilities	Sales	Hookups	Parking Spaces	Dry land Seasonal Storage	Winter Storage	Plans for Future Changes
Hastings Village Marina	Up to 55 ft.		Ice/Water Snack bar	Showers Washrooms	30 amp. - 26 50 amp. - 38	$20.00/ Tank	Picnic tables BBQs		Power Water WiFi	30	Yes		None
Lang's Resort & Marina			Ice/Water Convenience store	Showers Washrooms Laundry	15 amp. - 6 30 amp. - 12 50 amp. - 6	$22.00/ Tank	Picnic tables BBQs, Heated pool, Beach, Children's play area Rental boats		Power Water WiFi	40	Yes Limited		None
Muskie Bay Resort			Ice/Water Snack bar Convenience store	Showers Washrooms Laundry	20 amp. - 20 30 amp. - 30		Picnic tables BBQs, Beach, Swimming pool, Children's play area, Boat rentals		Power Water WiFi	30	Yes		None
Golden Beach Resort & Condominiums			Ice/Water Licensed cafe, Ice Cream parlour, Groceries	Showers Washrooms Laundry	15 amp. - 150 30 amp. - 130		Picnic tables BBQs, Wading pool, Swimming pool, Hot tubs, Beach, Children's play area, Trails, Boat rentals	Boats	Power Water WiFi	150	Yes Limited	Outside - 60 boats	None

EXHIBIT 1B MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FACILITIES AND SERVICES (Continued)

Marina	Haul Out	Repairs	Food	Facilities	Shore Power (amps)	Pumpout	Recreation Facilities	Sales	Hookups	Parking Spaces	Dry land Seasonal Storage	Winter Storage	Plans for Future Changes
Pratt's Landing Marina	Hydraulic trailer up to 30 ft.	Engines	Ice/Water	Washrooms	15 amp. - 20 20 amp. - 10		Picnic tables BBQs		Power Water	24	Yes Limited	Outside - 40 boats	None
Plank Road Cottages & Marina			Ice/Water	Showers Washrooms	15 amp. - 20 20 amp. - 8		Picnic tables BBQs, Beach, Children's Play area, Games room		Power Water				None
Harris Boat Works	2 hydraulic trailers 12 ton travel lift 3 ton fork lift	Boats Engines Electronic Hulls	Ice/Water	Showers Washrooms Laundry	20 amp. - 30 30 amp. - 26	$22.00/ Tank	Picnic tables BBQs, Boat rentals	Boats Motors Trailers	Power Water WiFi	40	Yes	Outside - 100 boats	None
Captain's Marina & Sports Rentals	Hydraulic trailer	Engines Electronic Sails	Ice/Water	Showers Washrooms	20 amp. - 30 30 amp. - 10	$24.00/ Tank	Picnic tables Boat rentals		Power Water	20	Yes	Outside - 30 boats	None
Heartland Marina	Hydraulic trailer	Boats Engines Electronic	Ice/Water	Showers Washrooms	15 amp. - 24		Picnic tables BBQs		Power Water	30	Yes	Inside - 10 boats Outside - 30 boats	None
BJ Tackle	Tractor & trailer	Engines	Ice/Water	Showers Washrooms	15 amp. - 30 20 amp. - 10		Picnic tables, Beach, Fishing guide service Boat rentals		Power Water	34	Yes		None

EXHIBIT 1B MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FACILITIES AND SERVICES (Continued)

Marina	Haul Out	Repairs	Food	Facilities	Shore Power (amps)	Pumpout	Recreation Facilities	Sales	Hookups	Parking Spaces	Dry land Seasonal Storage	Winter Storage	Plans for Future Changes
Southview Cottages			Ice/Water Convenience store	Showers Washrooms Laundry	15 amp. - 24		Picnic tables BBQs, Beach, Swimming pool, Children's play area, Boat rentals		Power Water WiFi	30	Yes Limited		None
McGregor Bay Marina		Engines Electronic	Ice/Water Snacks, Ice cream	Washrooms	15 amp. - 14		Boat & Motor rentals	Out-board boats, Motors, Inflat-ables	Power Water WiFi	12	Yes		None
Indian River Lodge		Engines	Ice/Water Basic groceries	Showers Washrooms	15 amp. - 18		Picnic tables BBQs, Children's play area		Power Water	18	Yes		None
Shady Acres Cottages & Marina			Ice/Water	Showers Washrooms Laundry	20 amp. - 50		Picnic tables BBQs, Swimming pool, Children's play area		Power Water	110	Yes		None
Bensfort Bridge Resort			Ice/Water Snack bar	Showers Washrooms Laundry	30 amp. - 20		Picnic tables BBQs, Beach, Children's play area, Boat rentals		Power Water	10	Yes Limited		None
River Bend Marina	20 ton hydraulic Trailer	Boats Engines Electronic Hulls	Ice/Water Snack Bar Convenience store Groceries	Showers Washrooms	30 amp. - 15 50 amp. - 12	$14.00/ Tank	Picnic tables, BBQs, Children's play area, Hot tubs, Camp sites	Boats Engines Trailers Parts	Power Water WiFi	12	Yes	Indoor - 20 boats Outdoor - 30 boats	None

EXHIBIT 1B MARINAS AND YACHT CLUBS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FACILITIES AND SERVICES (Continued)

Marina	Haul Out	Repairs	Food	Facilities	Shore Power (amps)	Pumpout	Recreation Facilities	Sales	Hookups	Parking Spaces	Dry land Seasonal Storage	Winter Storage	Plans for Future Changes
Peterborough Marina			Ice/Water Restaurant	Showers Washrooms Laundry	15 amp. - 20 30 amp. - 60 50 amp. - 12	$15.00 for one tank $24.00 for two tanks	Picnic tables, Park, Beach		Power Water WiFi	30	Yes Limited		None

EXHIBIT 1C MARINAS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FEES AND USER PATTERNS

Marina	Rental Rates		Winter Storage Rates	Seasonal Boater Market Area	Turn Away Business	Number of Transient Boats	Average Length of Stay	Primary Market Area (Transient Boats)
	Seasonal	Transient						
Town of Cobourg Marina	$62.00/ft. serviced $67.00/ft. G dock $57.50/ft. un-serviced $56.00/ft. un-serviced wall Multihull 1.5 x rate/ft. Commercial rate + 25%	$1.80/ft. serviced $1.60/ft. un-serviced $1.55/ft. un-serviced wall $14.75/day anchoring or rafting after marina is full $23.00/day minimum charge Weekly rate: daily rate x 6 Monthly rate: daily rate x 20	$22.00/ft./season on-site $20.00/ft./season off-site $785.00/season multihull $10.50 daily $52.00 weekly $210.00 monthly $3.00/ft. hull washing $310.00 lift out up to 29' - CYC member $455 non-member $320.00 lift out 30' to 34' - CYC member, $465 non-member $330.00 lift out over 34' - CYC member, $475 non-member $120.00 lift out trailer boats - CYC member, $265 non-member $135.00 each yard move	73 % Cobourg/ Northumber-land 13% Durham /Peterbor-ough 8% York/ Toronto/Peel 6% Other Ontario	Waiting list 44 (2016) 76 (2017)	1,334 boats 2,304 stays	1.7 days	80% GTA/ 1000 Islands 11% Quebec 6% New York
Port of Newcastle Marina	$58.00/ft. $66.70/ft. charter fee $175.00 additional dockage for dinghy $200.00/season sea-doo/wave runner shared slip $500.00/season sea-doo/wave runner single slip $100.00/year dock box rental $200.00/year cradle rental	$1.75/ft. daily $7.00/ft. weekly $1.50/ft group cruise rate (minimum 5 boats)	$30.00/ft. $35.00/ft. pkg. (includes storage, haul out, wash, block, mast unstepping) $125.00 bottom wash $125.00 mast stepping or un-stepping $100.00 additional for double masts $50.00 boom & sail install un-install $6.00/ft. blocking up to 40 ft. $6.75/ft. blocking over 40 ft. $10.00/ft. addition 30 amp. if available	75% Newcastle 15% Bowmanville/ Clarington 10% Durham Region		700 boats	1 day	95% Ontario (Trenton to Oshawa) 5% New York (Olcott to Rochester) <1% Quebec

EXHIBIT 1C MARINAS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FEES AND USER PATTERNS (Continued)

Marina	Rental Rates		Winter Storage Rates	Seasonal Boater Market Area	Turn Away Business	Number of Transient Boats	Average Length of Stay	Primary Market Area (Transient Boats)
	Seasonal	Transient						
Port of Newcastle Marina (Continued)			$6.75/ft. lift or launch $100.00/night sling hold time $50.00/day on land boat storage no hydro $150.00/season cradle/trailer storage					
Port Darlington Marina	$57.90/ft. (includes dockage, launch, use of marina facilities, parking, free pump out, cradle storage, trailer storage) $40.60/ft. dry dock $60.00 per month for additional hydro	$2.00/ft. daily or overnight $8.00/ft. weekly $18.00/ft. monthly	$35.00/ft. (includes travel lift, yard storage, pressure wash, blocking & cradling)	80% Bowmanville 10% Oshawa 5% Clarington 5% Durham Region	Small waiting list	600 boats	<1 day	95% Ontario (Cobourg to Pickering) 5% New York (Mainly Rochester area)
Wiggers Custom Yachts	$44.00/ft. 30 ft. or less $46.00/ft. 31 ft. to 40 ft. $48.00/ft. 40 ft. & over $275.00/per year cradle rental $21.00/ft. on land boat storage summer	$1.25/ft daily	$21.00/ft. outside $10.50/sq. ft. inside $200.00 lift or launch <25 ft. $8.50/ft. lift or launch 26 ft. to 40 ft. $9.00/ft. lift or launch over 40 ft. $10.00/ft. lift or launch 50 ft. or over $15.00/ft double slinging $75.00 overnight in sling $95.00/hr. Winterize boat systems $3.50/ft. power wash $5.00/ft. mast stepping/un-stepping Mast storage no charge Cradle storage no charge $275.00 blocking up to 30 ft. $9.00/ft. blocking 31 to 40 ft. $9.50/ft. blocking over 40 ft. $9.50/ft. blocking 50 ft. +	70% Bowmanville 15% Oshawa 5% Clarington 5% Durham Region 5% North-Umberland		450 boats	1-2 days	95% Ontario (Trenton to Toronto) 5% New York (Olcott to Youngstown, some Rochester)

EXHIBIT 1C MARINAS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FEES AND USER PATTERNS (Continued)

Marina	Rental Rates		Winter Storage Rates	Seasonal Boater Market Area	Turn Away Business	Number of Transient Boats	Average Length of Stay	Primary Market Area (Transient Boats)
	Seasonal	Transient						
Port Whitby Marina	$66.86/ft. piers 2, 4, & 6 includes 30 amp. $69.53/ft. piers 1, 5, 7, 8, 9 includes 30 amp. $75.97/ft. piers 1, 5, 7, 8, 9 includes 50 amp. $82.60/ft. piers 1, 5, 7, 8, 9 includes 60 amp. $53.79/ft. pier 3 un-serviced $595.04 pier 3 under 18 ft. $797.77 pier 3 19 ft. to 22 ft. Dry Sailing with Ramp Access $36.30/ft. May 1 to October 31 $9.52/ft. monthly $30.05 overnight flat rate $99.63 weekly flat rate Outdoor summer land storage $50.19/ft. season $12.19/ft. monthly $7.75/sq. ft. indoor $204.00 per season kayak/canoe/ paddleboard storage	$1.49/ft. Daily (May 1 to September 30) $1.33/ft. Daily (October 1 to April 30) $5.56/ft. weekly $15.50/ft. monthly $122.54 mast storage non-member	$30.43/ft. outdoor $26.67/ft. outdoor for 12 month boaters $6.73/ft. outdoor monthly $7.75/sq. ft. indoor $8.51/ft. launch or haul out $7.43/ft. launch or haul out for 12 month boaters $217.44 transport to Charles Street (one way) $5.44/ft. travel lift or boat move in yard $104.21 cradle storage up to 30 ft. $129.81 cradle storage 31 to 40 ft. $129.81 cradle storage 41+ ft. $193.90 trailer storage $91.66 dinghy trailer storage up to 15 ft. $3.45/ft. pressure rinse hull $8.16/ft. blocking material & labour $4.09/ft. blocking labour only $4.67/ft. stepping or un-stepping mast $1.39/ft. additional for multi-spreader masts $127.45 flat rate up or down	85% Whitby 5% Ajax 5% Pickering 5% Oshawa	Small waiting list for longer seasonal slips	750 boats	1 day	85% Ontario (Oakville to Cobourg) 15% New York (Olcott to Rochester area)

EXHIBIT 1C MARINAS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FEES AND USER PATTERNS (Continued)

Marina	Rental Rates		Winter Storage Rates	Seasonal Boater Market Area	Turn Away Business	Number of Transient Boats	Average Length of Stay	Primary Market Area (Transient Boats)
	Seasonal	Transient						
Tenkey Marina	$90.00/ft. up to 50 amp. $85.00/ft. 30 amp. $90.00/ft. two 30 amp. $400.00 hydro surcharge two 50 amp. $5.00/day trailer storage $10.00/tank fresh water tank filling $200.00/season Kayak/canoe/ Paddleboard storage $100.00/season dinghy storage Canoe rentals $50.00 up to 2 hrs $75.00 up to 3 hrs $90.00 4+ hrs Kayak (solo)/ Tandem/Standup Paddleboards rentals $40.00 up to 2 hrs $55.00 up to 3 hrs $70.00 4+ hrs Fishing boat rental with 9.9 hp motor & gas $75.00/half day $125.00/full day Use in bay only	$2.00/ft. daily west dock $2.50/ft. daily east dock $6.50/ft. weekly west dock $7.50/ft. weekly east dock $30.00/ft. monthly west dock $35.00/ft. monthly east dock		85% Pickering 10% Toronto 5% Ajax/Whitby		200-250 boats	1 day	95% Ontario (Hamilton to Cobourg) 5% New York (Olcott to Rochester)

EXHIBIT 1C MARINAS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FEES AND USER PATTERNS (Continued)

Marina	Rental Rates		Winter Storage Rates	Seasonal Boater Market Area	Turn Away Business	Number of Transient Boats	Average Length of Stay	Primary Market Area (Transient Boats)
	Seasonal	Transient						
Frenchman's Bay Marina	$88.00/ft. 50 amp. $79.00/ft. 30 amp. $62.00/ft. un-serviced maximum 25 ft. $150.00 air conditioning hydro surcharge Seasonal rates include launch & pump outs	$1.50/ft. daily $2.25/ft. daily 50 amp. $22.00/ft. monthly 50 amp. $19.50/ft. monthly 30 amp. $15.50/ft. monthly un-serviced $30.00 air conditioning hydro surcharge	$4.50/sq. ft. land storage full season $3.50/sq. ft. any 3 months $1.25/sq. ft. monthly $6.00/ft. blocking (includes blocks & labour) $3.70/ft. blocking customer supplied blocks/stands $3.85/ft. mast stepping or un-stepping customer assisted $5.85/ft. two masts customer assisted $5.90/ft. mast stepping or un-stepping no customer assistance $8.75/ft. two masts no customer assistance $75.00 boom & sail install or uninstall $50.00/season mast storage on rack $10.00/month mast storage on rack $8.00/ft. launch or haul out up to 40' $10.00/ft. launch or haul out 40' and over $140.00/night sling hold charge $75.00/hr. during day after first hour $3.75/ft. hull rinse $1.50/ft. deck rinse $4.60/ft. if scrubbing by brush required	90% Pickering 5% Ajax/Whitby 5% Toronto	Waiting list <100	1,000 boats	1 day	85% Ontario (Hamilton to Port Hope) 15% New York (Olcott to Rochester)

EXHIBIT 1C MARINAS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FEES AND USER PATTERNS (Continued)

Marina	Rental Rates		Winter Storage Rates	Seasonal Boater Market Area	Turn Away Business	Number of Transient Boats	Average Length of Stay	Primary Market Area (Transient Boats)
	Seasonal	Transient						
Frenchman's Bay Marina (Continued)			$160.00/season cradle storage $48.00/month $16.00/week $50.00 lift cradle onto truck $250.00/season trailer storage $60.00/month $25.00/week $50.00/season engine storage $10.00/season battery storage $275.00/season cradle rental $60.00/month $25.00/week					
Bluffers Park Marina	$96.00/ft. at fixed docks (shore) $90.00/ft. at floating docks (includes up to 30 amp. power, parking, water, pumpouts & 10% discount on food services) $12.00/ft. for extra 30 amp. outlet $15.00/ft. extra for 208 volt 50 amp. outlet $38.00/ft. boat-on-a-trailer (ramp access) $5.00/sq. ft. summer season land storage $1.40/sq. ft. one month $0.70/sq. ft. 1 week - sailboat on cradles/power boat on blocks	Fixed dock $1.75/ft. per day $8.00/ft. per week $28.25/ft. per month Floating dock $1.50/ft. per day $7.75/ft. per week $28.50/ft. per month Boat trailer storage $8.25 per day $35.00 per week $87.50 per month	$5.40/sq. ft. (includes haul out, hull rinse, storage & launch) Does not include winterization $4.75/sq. ft. land storage only $6.50/linear ft. blocking for power boats $140.00 trailer/ cradle land storage Bluffer Park Marina members $360.00/ft. non Bluffer Park Marina members cradle/trailer only land storage Boat lift or launch $7.50/ft. (up to 40') $10.00/ft. (over 40') $3.85/ft. hull rinse $110.00/hr. sling time $170.00/night over-night sling time	90% Toronto 6% York Region 2% Pickering 2% Ajax		900-1,000 boats	1 day	90% Ontario (Fifty Point to Kingston) 10% New York (Youngstown to Rochester) <1% Quebec

EXHIBIT 1C MARINAS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FEES AND USER PATTERNS (Continued)

Marina	Rental Rates		Winter Storage Rates	Seasonal Boater Market Area	Turn Away Business	Number of Transient Boats	Average Length of Stay	Primary Market Area (Transient Boats)
	Seasonal	Transient						
Bluffers Park Marina (Continued)	$150.00/season cradle/trailer storage annual boaters $360.00/season cradle/trailer storage winter boaters $31.00/ft. non BPM members cradle/trailer storage $6.50/ft. blocking for power boats $1.30/sq. ft. per month, $0.65/sq. ft. per week for repair land storage $120.00/month, $50.00/week repair blocking for power boats $75.00/hour yard labour $125.00/hr. welding (steel only) $100.00/half-hour forklift & operator $150.00 (1 hour minimum) tow inside harbour, Non Bluffers Park Marina members $500.00 deposit $75.00 drive boat/ captain		$5.50/ft. mast step/de-step - (Crane use only, includes operator) $7.50/ft. for two masts $120.00/season mast storage Live-Aboards $5.40/sq. ft. In-water storage (includes one lift-out after each entire year) In-Water Live-aboard Fee (winter only) $400.00 first person $300.00 each additional person $48.00/amp. winter hydro (30 and 50 amp. available)					

EXHIBIT 1C MARINAS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FEES AND USER PATTERNS (Continued)

Marina	Rental Rates		Winter Storage Rates	Seasonal Boater Market Area	Turn Away Business	Number of Transient Boats	Average Length of Stay	Primary Market Area (Transient Boats)
	Seasonal	Transient						
Outer Harbour Marina	$108.00/ft. 30 amp. $117.00/ft. 50 amp. (includes hydro, water, parking, dock box rental) Summer Land Storage $0.80/sq. ft. weekly $1.60/sq. ft. monthly $5.30/sq. ft. 6 months (minimum 150 sq. ft. for all time periods) Indoor Land Storage $1.30/sq. ft. weekly $3.00/sq. ft. monthly $8.50/sq. ft. 6 months (minimum 150 sq. ft. for all time periods) $183.75 cradle storage 6 months $262.50 single axle trailer storage $312.00 double axle trailer storage $416.00 triple axel trailer storage (all 6 months) $7.25/ft. blocking/cradle handling $300.00 compound move $156.00/hr. sling time (minimum 1 hour) $242.00 sling time overnight $135.00 towing in marina $85.80/hour labour rate $115.00/hour fork lift $165.00 crane truck (minimum 1 hour) $20.00 access cards	$2.00/ft. daily $9.50/ft. weekly $36.00/ft. monthly (all include hydro, water, parking)	$6.75/sq. ft. outdoor winter package (includes haul out, blocking/cradle handling, storage and launch) - minimum 150 sq. ft. $5.30/sq. ft. outdoor storage only - minimum 150 sq. ft. $9.50/sq. ft. indoor winter storage only unheated - minimum 150 sq. ft. $14.50/sq. ft. heated indoor winter package (includes haul out, blocking/cradle handling, storage and launch) - minimum 200 sq. ft. $5.45/ft. power wash $5.50/ft. mast un-stepping $6.75/ft. mast stepping $162.00 mast storage 6 months $11.25/ft. haul out $11.25/ft. launch	90% Toronto 5% York Region 3% Pickering 2% Ajax		750 boats	1 day	80% Ontario (Kingston to Niagara-on-the-Lake) 20% New York (Youngstown to Rochester) <1% Quebec

EXHIBIT 1C MARINAS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FEES AND USER PATTERNS (Continued)

Marina	Rental Rates		Winter Storage Rates	Seasonal Boater Market Area	Turn Away Business	Number of Transient Boats	Average Length of Stay	Primary Market Area (Transient Boats)
	Seasonal	Transient						
Toronto Island Marina	$95.00/ft. - class A docks $91.00/ft. - class B docks (includes water & hydro up to 30 amps.) $8.00/ft. extra 30 amp service or 50 amps. $36.00/ft. dry sailors $0.70/sq. ft. weekly land storage for repairs/short term only $300.00 canoe & dinghy storage (on marina racks) $100.00/hour sling time $300.00 overnight sling hang $100.00 tow inside marina $110.00/hour tow outside marina $70.00/hour yard labour $225.00/year storage lockers $60.00 cradle storage summer $150.00 transportation of cradles $170.00 season tender pass	$2.00/ft. daily $11.00/ft. weekly $35.00/ft. monthly Extra 30amp./50 amp. service $0.50/ft. daily, $2.00/ft. weekly, $8.00/ft. monthly	$5.10/sq. ft. (includes haul out, storage, launch) $5.00/ft. blocking power boat $7.00/ft. blocking sailboat mast down $8.00/ft. blocking sail boat mast up Or $120.00 annual fee for cradle handling & storage $315.00/boat dry sailors $200.00 canoe & dinghy storage (on marina racks) $4.00/ft. power wash $300.00 quick haul & launch (includes 1 hour pad time) - up to 40 ft. $400.00 quick haul & launch (includes 1 hour pad time) - over 40 ft. $8.00/ft. travel lift charges launch or haul out $8.00/ft. relocation charge $6.00/ft. block charges $60.00 cradle handling	90% Toronto 4% Vaughan 3% Markham 3% York Region		2,000 boats	1.25 days	90% Ontario (Newcastle to Hamilton) 10% New York (Youngstown to Olcott)
Marina Quay West	$99.50/ft. $32.00/ft. per month (includes use of one 30 amp. outlet) $300.00 per season for one additional 30 amp. outlet	$2.05/ft. per night (under 40 ft.) $2.50/ft. per night (over 40')		98% Toronto 2% York Region	Waiting list for longer slips	500 boats	1.5 days	85% Ontario (Port Hope to Hamilton) 15% New York (Youngstown to Point Breeze)

EXHIBIT 1C MARINAS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FEES AND USER PATTERNS (Continued)

Marina	Rental Rates		Winter Storage Rates	Seasonal Boater Market Area	Turn Away Business	Number of Transient Boats	Average Length of Stay	Primary Market Area (Transient Boats)
	Seasonal	Transient						
Marina Four	$99.50/ft. $32.00/ft. per month (includes use of one 30 amp. outlet) $300.00 per season for one additional 30 amp. outlet	$2.05/ft. per night (under 40 ft.) $2.50/ft. per night (over 40')		95% Toronto 3% Markham 2% York Region	Waiting list for longer slips	500 boats	1.5 days	90% Ontario (Port Hope to Hamilton) 10% New York (Youngstown to Point Breeze)
Ontario Place Marina	$87.00 - up to 30 amp. $92.00 - 50 amp. or 2 x 30 amp.+ $300.00 additional PWC $10.00/ft. (May to Oct.) - trailer storage $100.00 (May to Oct.) - cradle storage $400.00 additional vehicle parking pass	$2.00/ft. daily $8.50/ft. weekly $32.00/ft. monthly		90% Toronto 6% Markham 4% York Region	Waiting list for slips over 40 feet	1,000 boats	1.25 days	80% Ontario (Kingston to Niagara-on-the-Lake) 20% New York (Youngstown to Rochester)
Lakefront Promenade Marina	$69.84/ft.- includes one 10 or 30 amp.	$1.54/ft. daily $9.23/ft. weekly (for 7 nights) $19.04/ft. monthly (available only in May, June, September, October)	$350.33 +$3.50/sq. ft. power boats only (includes haul out & launch, block & stands, bottom wash) $16.01/ft. shrink wrap $18.02/ft. with fly bridge	47% Mississauga 8% Brampton 45% Outside Peel Region	Small waiting list	<50 boats	2 days	100% Ontario (70% Western Lake Ontario, 20% Whitby, 10% Toronto)

EXHIBIT 1C MARINAS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FEES AND USER PATTERNS (Continued)

Marina	Rental Rates		Winter Storage Rates	Seasonal Boater Market Area	Turn Away Business	Number of Transient Boats	Average Length of Stay	Primary Market Area (Transient Boats)
	Seasonal	Transient						
Port Credit Harbour Marina	$1,770.00 - up to 25 ft. $2,130.00 - up to 30 ft. $2,340.00 - up to 33 ft. $2,560.00 - up to 36 ft. $3,650.00 - up to 50 ft. $2,700.00 F - Dock (all with 30 amp.) $3,800.00 - up to 50 ft. $3,950.00 F - Dock (both with 50 amp. +$70.00/ft. over boat size 30 amp +$74.00/ft. over boat size 50 amp Fishing Docks $2,130.00 - 28 ft. (30 amp.) +$74.00/ft. over slip size $5.00/ft. blocking & beams $50.00/season cradle rental $50.00/season blocking rental Gazebo Rentals $160.00 (3 day max.)	$1.40/ft. daily $7.20/ft. weekly $20.00 deposit for gate card	$4.35/sq. ft.- outside (minimum $600.00) $6.00/sq. ft. - inside (minimum $900.00) (includes haul out, storage, launch) $8.50/ft. travel lift $9.50/ft. sling time one hour or less $13.00/ft. sling time overnight $15.00/ft. sling time over weekend $210.00/ season cradle/trailer storage $3.50/ft. bottom wash $4.00/ft. mast stepping/un-stepping $130.00 <30' tender service $225.00 >30' tender service $2.70/ft. mast storage $80.00/hr. yard labour one person $120.00/hr. equipment charges (min. ½ hr) Winter Docking $86.00/ft. $1,800.00 - 30 amps. $2,300.00 - 50 amps. $2,700.00 - 60 amps. $150.00/season bubbler rental $250.00 deposit	90% Mississauga 5% Oakville 5% Toronto		300-350 boats	1 day	80% Ontario (Kingston to Niagara-on-the-Lake) 20% New York (Youngstown to Rochester)

EXHIBIT 1C MARINAS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FEES AND USER PATTERNS (Continued)

Marina	Rental Rates		Winter Storage Rates	Seasonal Boater Market Area	Turn Away Business	Number of Transient Boats	Average Length of Stay	Primary Market Area (Transient Boats)
	Seasonal	Transient						
Port Credit Harbour Marina (Continued)			Shrink Wrapping/sq. ft. >24 ft. - $15.75 25 ft. - 35 ft. $16.75 & $18.75 36 ft. - 40 ft. $19.25 & $21.25 41 ft. - 45 ft. $21.50 & 23.50 46 ft. & above $23.50 & $25.50 (for regular & with bridge) $65.00 - Zipper door					
Credit Village Marina	Marina Basin & Pier $83.26/ft. Charter Docks $67.12/ft.	Marina Basin & Pier $10.62 for 3 hours $1.54/ft. overnight serviced slip $1.54/ft. weekly (7 nights for price of 6) $2.16/ft. charter arrival & departure Snug Harbour Restaurant Docking - short term, free for restaurant users only Approach Channel free for day use only $2.16/ft. commercial vessels (Transport Canada Approved)		86% Mississauga 7% Brampton 7% Outside Peel Region		1,800 boats	2 days	90% Ontario (Kingston to Niagara-on-the-Lake) 10% New York (Youngstown to Rochester)
South Bay Harbour Marina	$750.00 <25 ft. $780.00 26 ft. $900.00 30 ft. $1,080.00 36 ft.		$600.00 <30 ft. $760.00 30 ft. & over	80% York Region 10% Richmond Hill 5% Markham 5% Toronto	Waiting list <50 for longer slips			

EXHIBIT 1C MARINAS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FEES AND USER PATTERNS (Continued)

Marina	Rental Rates		Winter Storage Rates	Seasonal Boater Market Area	Turn Away Business	Number of Transient Boats	Average Length of Stay	Primary Market Area (Transient Boats)
	Seasonal	Transient						
Holland River Marina	$45.00/ft. $200.00 hydro surcharge/season 30 amp.	1.75/ft. daily 7.00/ft. weekly	$18.00/ft. $425.00 minimum	80% York Region 10% Richmond Hill 10% Toronto	Waiting list for longer slips	200-225 boats	<1 day	75% Lake Simcoe 20% Lindsay to Hastings 5% Michigan
Albert's Marina	$45.00/ft. 30 ft. & under $50.00/ft. over 30 ft. $55.00/ft. over 30 ft. - 50 amp.	$1.80/ft. daily $8.00/ft weekly $17.00/ft. monthly	$22.00/ft. $16.00/ft. shrink wrap	70% York Region 10% Richmond Hill 10% Markham 10% Toronto	Waiting list for longer slips	450 boats	<1 day	95% Ontario (Lake Simcoe & Kawartha Lakes to Kingston) 3% Michigan 2% New York
King Dragon Marina and Restaurant	$65.00/ft. $66.50/ft. with power	Free for restaurant patrons $1.65/ft. daily	$32.00/ft. $800.00 minimum	90% York Region 5% Jackson's Point 5% Richmond Hill		250-300 boats	<1 day	98% Ontario (Lake Simcoe & Kawartha Lakes to Kingston) 2% Michigan
Krates Marina Limited	$1,575.00 15 ft. (includes winter storage) $2,646.00 20 ft. (includes winter storage) $3,850.00 25 ft. (includes winter storage & 30 amp.) $2,898.00 25 ft. (includes winter storage open slip) $3,300.00 25 ft. (includes winter storage covered slip) $5,228.00 30 ft. (includes winter storage & 30 amp.) $3,750.00 30 ft. (includes winter storage) $3,331.00 30 ft. (includes winter storage 30 amp open slip)	$2.00/ft. daily $9.75/ft weekly $21.50/ft. monthly	$6.00/ft./month $60.00/day land storage	85% York Region 10% Toronto 5% Richmond Hill	Waiting list for longer slips	500 boats	1 day	95% Ontario (Kincardine to Kingston) 2% Michigan 2% Quebec <1% New York

EXHIBIT 1C MARINAS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FEES AND USER PATTERNS (Continued)

Marina	Rental Rates		Winter Storage Rates	Seasonal Boater Market Area	Turn Away Business	Number of Transient Boats	Average Length of Stay	Primary Market Area (Transient Boats)
	Seasonal	Transient						
Krates Marina Limited (Continued)	$5,985.00 30 ft. (includes winter storage 30 amp covered slip) $6,615.00 36 ft. (includes winter storage 50 amp) $3,987.00 36 ft. (includes winter storage open slip) $6,930.00 (includes winter storage 50 amp covered slip) $7,025.00 40 ft. (includes winter storage & 50 amp.) $4,800.00 40 ft. (includes winter storage) $4,408.00 40 ft. (includes winter storage open slip) $7,350.00 40 ft. (includes winter storage 50 amp covered slip) $7,875.00 50 ft. (includes winter storage & 50 amp.) $5,279.00 50 ft. (includes winter storage open slip) $8,190.00 60 ft. . (includes winter storage & 50 amp.)							
Keswick Marine	$51.00/ft. unserviced $52.50/ft. 30 amp.	$1.85/ft. daily $8.50/ft weekly $18.50/ft. monthly	$27.00/ft. <30 ft. $29.50/ft. 30 ft. & over	80% York Region 10% Richmond Hill 5% Jackson's Point 5% Toronto	Waiting list for 38 ft. slips	150-175	<1 day	100% Ontario (Lake Simcoe & Kawartha Lakes to Kingston)
Coves of Keswick Marina	$36.00/ft. $38.00/ft. with hydro $150.00 trailer storage/season		$500.00 $120.00 tarping $175.00 bottom wash & scrub $150.00 blocking $95.00/hr. Mechanic	90% York Region 5% New-market 5% Richmond Hill				

EXHIBIT 1C MARINAS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FEES AND USER PATTERNS (Continued)

Marina	Rental Rates		Winter Storage Rates	Seasonal Boater Market Area	Turn Away Business	Number of Transient Boats	Average Length of Stay	Primary Market Area (Transient Boats)
	Seasonal	Transient						
Island Grove Landing & Marine	$1,475.00	$1.50/ft. daily $6.90/ft weekly $15.00/ft. monthly	$350.00 $25.00 to $100.00 (depends on load size)	100% York Region		200 boats	<1 day	100% Ontario (Lake Simcoe & Kawartha Lakes)
Willow Beach Marina	$42.00/ft. $44.50/ft. 30 amp.	$1.75/ft. daily $7.75/ft weekly	$29.00/ft. $550.00 minimum	95% York Region 5% Jackson's Point		150-175 boats	<1 day	100% Ontario (Lake Simcoe & Kawartha Lakes)
Jackson's Point Harbour Marina	$47.00/ft. $49.00/ft. with hydro	$30.00/night		70% Jackson's Point 20% York Region 5% New-market 5% Toronto	Waiting list for all size slips	150 boats	1 day	98% Ontario (primarily Lake Simcoe & Kawartha Lakes, some Georgian Bay) 2% Michigan
Sibbald Point Provincial Park		$1.85/ft. daily $10.00/ft. weekly				300 boats	1 day	99% Ontario (Lake Simcoe & Kawartha Lakes) 1% Michigan
Virginia Beach Marina and Restaurant	$44.00/ft. $46.00/ft. with hydro	$1.70/ft. daily $7.50/ft weekly		95% York Region 5% Jackson's Point		150 boats	<1 day	100% Ontario (Lake Simcoe, Kawartha Lakes, Georgian Bay)
Peninsula Resort	$1,250.00 up to 30 ft. $1,400.00 30 ft. & over	$1.50/ft. daily $6.90/ft weekly $15.00/ft. monthly		100% York Region		250 boats	1 day	100% Ontario (Lake Simcoe, Kawartha Lakes)

EXHIBIT 1C MARINAS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FEES AND USER PATTERNS (Continued)

Marina	Rental Rates		Winter Storage Rates	Seasonal Boater Market Area	Turn Away Business	Number of Transient Boats	Average Length of Stay	Primary Market Area (Transient Boats)
	Seasonal	Transient						
Flying Bridge Marina	$880.00 20 ft. or less $1,200.00 21 ft. to 30 ft. $1,500.00 31 ft. to 36 ft. $1,800.00 over 36 ft.		$620.00 20 ft. or less $840.00 21 ft. to 30 ft. $1,050.00 31 ft. to 36 ft. $1,260.00 over 36 ft. $250.00 lift out & launch 30 ft. or less $350.00 lift out & launch over 30 ft.	80% York Region 10% New-market 5% Richmond Hill 5% Markham	Small waiting list for 36 ft. & 40 ft. slips			
Everglades Marina	$58.00/ft. unserviced $61.50/ft. 30 amp hydro	$1.65/ft. daily $7.60/ft weekly $16.50/ft. monthly	$3.25/ft. haul out or launch on customer trailer $8.50/ft. raise or use of hydraulic trailer <30 ft. $12.75/ft. raise or use of hydraulic trailer 31 ft. to 37 ft. $14.85/ft. raise or use of hydraulic trailer 38 ft. + $2.75/ft. blocking $6.90/ft. clean/wash hull bottom Shrink Wrap $14.85/ft. <23 ft. $17.00/ft. 23 ft. to 29 ft. $20.15/ft. 30 ft. to 34 ft. no flybridge $23.50/ft. >34 ft. $47.75/ft. supply & install shrink wrap door	75% York Region 10% New-market 10% Richmond Hill 5% Toronto	Waiting list of <25 for slips over 30 ft.	<250 boats	<1 day	95% Ontario (primarily Lake Simcoe & Kawartha Lakes, some Georgian Bay) <5% Michigan & New York
Bay Street Marina	$37.50/ft.	$1.50/ft. daily				350-400	<1 day	60% Ontario (Toronto to Kingston) 35% New York (Rochester to Oswego) 5% Quebec & other U.S. States

EXHIBIT 1C MARINAS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FEES AND USER PATTERNS (Continued)

Marina	Rental Rates		Winter Storage Rates	Seasonal Boater Market Area	Turn Away Business	Number of Transient Boats	Average Length of Stay	Primary Market Area (Transient Boats)
	Seasonal	Transient						
Stoneburg Cove Resort	$390.00 annual	Daily $1.65/ft.	$310.00 for boat $150.00 for trailer alone $350.00 boat & trailer	80% Prince Edward County 15% Hastings County 5% Northumberland County		200 boats	<1 day	60% Ontario (Toronto Gananoque) 30% New York (Braddock Bay to Oswego) 10% Quebec
Wellers Bay Campground & Marina	$355.00 annual	Daily $15.00	$320.00 boat & trailer	90% Prince Edward County 10% Hastings County		250-300 boats	1.25 days	75% Ontario (Oshawa to Kingston) 20% New York (Braddock Bay to Sodus Bay) <5% Quebec
Colasante RV Park & Marina	$320.00 annual	Daily $15.00	$295.00 boat & trailer if not seasonal slip holder	90% Prince Edward County 5% Hastings County 5% Northumberland County		<100 boats	<1 day	70% Ontario (Port Hope to Kingston) 20% New York (Braddock Bay to Fair Haven) 10% Quebec
Camp Barcovan	$320.00 annual	Daily $14.00	$295.00 boat & trailer if not seasonal slip holder	90% Prince Edward County 5% Quinte West 5% Rest of Hastings County		<100 boats	<1 day	75% Ontario (Port Hope to Kingston) 20% New York (Eagle Creek to Pultneyville) 5% Quebec

EXHIBIT 1C MARINAS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FEES AND USER PATTERNS (Continued)

Marina	Rental Rates		Winter Storage Rates	Seasonal Boater Market Area	Turn Away Business	Number of Transient Boats	Average Length of Stay	Primary Market Area (Transient Boats)
	Seasonal	Transient						
Wellington Harbour	$42.00/ft. Minimum $1,050.00	Daily $1.67/ft. Weekly $8.85/ft. Monthly $17.70/ft.		70% Wellington 20% Rest of Prince Edward County 5% Quinte West 5% Rest of Hastings County		<150 boats	1 day	60% Ontario (Port Hope to Gananoque) 35% New York (Rochester to Oswego) 5% Quebec
Trent Port Marina	$50.20/ft. 30 amp. $51.90/ft. 50 amp $625.00 fishing boats <18'	$1.70/ft./hour 30 nightly rate $1.90/ft./hour 50 nightly rate $8.90/ft./day 30 amp. (1 to 7 days) $9.30/ft./day 50 amp. (1 to 7 days) $26.50/ft. 30 amp. monthly $27.60/ft. 50 amp. monthly		70% (Quinte West 20% Rest of Hastings County 5% Belleville 5% Prince Edward County		600 boats	1 day	53% New York (Olcott to Oswego) 33% Ontario (Port Hope to Gananoque) 14% Quebec
Bay Marine	$48.00/ft.	Daily $1.75/ft.	$19.50/ft. outside with $470.00 minimum $24.50/ft. inside with $600.00 minimum	80% Quinte West 15% Rest of Hastings County 5% Prince Edward County		200-250 boats	<1 day	75% Ontario (Oshawa to Kingston) 20% New York (Olcott to Oswego) 5% Quebec
Stillwater Basin Marina	$49.00/ft.	Daily $1.75/ft. Weekly $8.25/ft.	$150.00 lift to cradles Storage $446.75 20 ft. $525.00 25 ft. $618.50 30 ft. $730.00 35 ft. $858.75 40 ft.	60% Belleville 20% Rest of Hastings County 10% Prince Edward County <5% Napanee	<10 on waiting list for longer slips	<150 boats	1 day	75% Ontario (Port Hope to Kingston) 20% New York (Eagle Creek to Pultneyville) 5% Quebec

EXHIBIT 1C MARINAS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FEES AND USER PATTERNS (Continued)

Marina	Rental Rates		Winter Storage Rates	Seasonal Boater Market Area	Turn Away Business	Number of Transient Boats	Average Length of Stay	Primary Market Area (Transient Boats)
	Seasonal	Transient						
Crate Marine Belleville	$1,300.00 25 ft. + $175.00 30 amp. $1,560.00 30 ft. + $175.00 30 amp. $1,825.00 35 ft. + $250.00 30 amp. $2,100.00 40 ft. + $250.00 30 amp. + 300.00 50 amp $2,350.00 45 ft. + $300.00 30 amp. + $300.00 50 amp $2,700.00 50 ft. + $300.00 30 amp. + $400.00 50 amp $3,100.00 60 ft. + $450.00 50 amp. $30.00/ft. land boat storage/season $150.00 cradle storage/ Season $150.00 trailer storage/ Season	$1.35/night no power $1.40/night with power $525.00 monthly 25 ft. $630.00 monthly 30 ft. $735.00 monthly 35 ft. $840.00 monthly 40 ft. $945.00 monthly 45 ft. $1,050.00 monthly 50 ft. $1,260.00 monthly 60 ft.	$30.00/ft. $200.00 extra for hydro for live aboards $5.50/ft. launch or haul out on customer trailer $77.50 launch or haul out PWC $7.50/ft. launch or haul out up to 21 ft. $10.50/ft. launch or haul out 22 ft. to 29 ft. $12.00/ft. launch or haul out 30 ft. to 35 ft. $13.00/ft. launch or haul out 36 ft. to 39 ft. $14.50/ft. launch or haul out 40 ft. to 49 ft. $17.50/ft. launch or haul out 50 ft. to 60 ft. $21.00/ft. launch or haul out 61 ft. to 75 ft. Blocking/Stand Fees $51.50 up to 32 ft. $72.50 33 ft. to 39 ft. $87.50 40 ft. to 60 ft. $103.00 set sailboat to customers cradle $6.00/ft clean/wash hull bottom $103.00 surcharge for double handling boats on trailers	70% Belleville 25% Rest of Hastings County 5% Prince Edward County		225-250 boats	1 day	75% Ontario (Port Hope to Kingston) 20% New York (Eagle Creek to Pultneyville) 5% Quebec

EXHIBIT 1C MARINAS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FEES AND USER PATTERNS (Continued)

Marina	Rental Rates		Winter Storage Rates	Seasonal Boater Market Area	Turn Away Business	Number of Transient Boats	Average Length of Stay	Primary Market Area (Transient Boats)
	Seasonal	Transient						
Crate Marine Belleville (Continued)			Shrink Wrap $16.00/ft. up to 20 ft. $125.00 dinghy up to 10 ft. $18.00/ft. 21 ft. to 29 ft. $24.00/ft. 30 ft. to 39 ft. $29.00/ft. 30 ft. to 39 ft. fly bridge $28.75/ft. 40 ft. to 49 ft. $33.50/ft. 40 ft. to 49 ft. fly bridge $38.00/ft. 50 ft. to 59 ft. $35.00/ft. 60 ft.& over $75.00 supply & install shrink wrap door $25.00 disposal fee $220.00 extra fees for sail boat with mast up					
Victoria Park Harbour	$47.70/ft (includes water & 3 pumpouts) $100.00 15 amp $165.00 30 amp.		$460.00 <30 ft. $490.00 >30 ft.	75% Belleville 20% Rest of Hastings County 5% Prince Edward County	Waiting list for seasonal slips			
Meyer's Pier Marina	$47.70/ft. (includes water & 3 pumpouts) $100.00 15 amp $165.00 30 amp. $265.00 50 amp. or 2x30 amp.	Daily $1.75/ft. Weekly $8.25/ft.		75% Belleville 20% Rest of Hastings County 5% Prince Edward County		500 boats	1 day	65% Ontario (Whitby to Gananoque) 30% New York (Braddock Bay to Alexandria Bay) 5% Quebec

EXHIBIT 1C MARINAS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FEES AND USER PATTERNS (Continued)

Marina	Rental Rates		Winter Storage Rates	Seasonal Boater Market Area	Turn Away Business	Number of Transient Boats	Average Length of Stay	Primary Market Area (Transient Boats)
	Seasonal	Transient						
Hastings Village Marina	$52.00/ft. 30 amps full service $65.00/ft. 50 amps full service	$1.90/ft. 30 amp daily $7.15/ft. 30 amp. weekly $17.50/ft. 30 amp. monthly $2.25/ft. 50 amp. daily $9.00/ft. 50 amp. weekly $22.75/ft. 50 amp. monthly		80% Hastings 20% Rest of Hastings County	Waiting list >25 for seasonal slips	1,250-1,300 boats	1 day	80% Ontario (Kingston to Port Hope) 20% New York (Oswego to Henderson Harbor) <1% Quebec
Lang's Resort & Marina	$39.00/ft. (minimum $1,095.00)	$20.00 daily $100.00 weekly		80% Northumber-land County 10% Hastings County 5% Cobourg 5% Peterbor-ough County		200-250 boats	<1 day	75% Ontario (Kingston to Cobourg) 25% New York (Sodus Bay to Cape Vincent) <1% Quebec
Muskie Bay Resort	$51.35/ft.	$20.00 daily $100.00 weekly		80% Northumber-land County 10% Port Hope 5% Cobourg 5% Peterbor-ough County		200-225 boats	<1 day	80% Ontario (Kingston to Cobourg) 20% New York (Port Ontario Harbor to Cape Vincent) <1% Quebec
Golden Beach Resort & Condo-miniums	$680.00 <20 ft. harbour 1 no hydro/water $770.00 <20 ft. harbour 2 no hydro/water $815.00 <20 ft. harbour 2 with hydro/water $1,520.00 20 ft.or more, <10 ft. beam harbour 2 with hydro/water $2,120.00 20 ft.or more, 10 ft. beam or over harbour 2 with hydro/water	$1.95/ft. daily $8.45/ft. weekly	$300.00 under 20 ft. $400.00 20 ft. or more	80% Northumber-land County 5% Hastings County 5% Port Hope 5% Cobourg 5% Peterbor-ough County	Small waiting list for longer slips	800-900 boats	1 day	80% Ontario (Kingston to Port Hope) 20% New York (Oswego to Henderson Harbor) <1% Quebec

EXHIBIT 1C MARINAS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FEES AND USER PATTERNS (Continued)

Marina	Rental Rates		Winter Storage Rates	Seasonal Boater Market Area	Turn Away Business	Number of Transient Boats	Average Length of Stay	Primary Market Area (Transient Boats)
	Seasonal	Transient						
Pratt's Landing Marina	$50.00/ft.	$1.60/ft. daily $8.25/ft. weekly	$41.60/ ft. $295.00 lift in or out $18.20/ft. shrink wrap	75% Northumber-land County 10% Cobourg 10% Port Hope 5% Peterbor-ough County		200-250 boats	<1 day	75% Ontario (Gananoque to Port Hope) 30% New York (Oswego to Henderson Harbor)
Plank Road Cottages & Marina	$46.80/ft.	$1.70/ft. daily $8.45/ft. weekly		65% Northumber-land County 15% Port Hope 15% Cobourg 5% Peterbor-ough County		200-225 boats	<1 day	80% Ontario (Kingston to Cobourg) 20% New York (Oswego to Henderson Harbor)
Harris Boat Works	$40.00/ft. (minimum $800.00)	$1.00/ft. daily (min. $20.00) $5.00/ft. weekly (min. $100.00) $10.00/ft. monthly (min. $300.00)	$35.80/ft. (includes haul out in fall, storage, pump out, launch in spring) $15.00/ft. shrink wrap indoors $17.75/ft. shrink wrap outdoors $11.00/ft. acid wash + acid $15.00-$25.00	70% Northumber-land County 15% Port Hope 10% Cobourg 5% Peterbor-ough County	Waiting list of 30 for longer slips	200-250 boats	<1 day	70% Ontario (Gananoque to Newcastle) 30% New York (Cape Vincent to Oswego)
Captain's Marina & Sports Rentals	$33.50/ft. (minimum $550.00) $90.00 extra for use of hydro Park & Pick up $260.00 up to 20 ft. $285.00 20' 6" to 25 ft. $310.00 25' 6" & over	$1.50/ft. $0.50/ft. surcharge for hydro	$310.00 for 30.5 to 36 ft. $360.00 for 36.5 to 40 ft. $412.00 for 40.5 ft. & over $206.00 hull cleaning 30.5 to 35 ft. $257.50 hull cleaning 35 ft. & over $105.00 boat cleaning inside <24 ft. $128.75 boat cleaning inside 24 ft. to 30 ft. $180.25 boat cleaning inside 35.5 ft. & over	65% Northumber-land County 20% Port Hope 10% Cobourg 5% Peterbor-ough County		225-250 boats	<1 day	75% Ontario (Kingston to Port Hope) 25% New York (Oswego to Cape Vincent) <1% Quebec

EXHIBIT 1C MARINAS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FEES AND USER PATTERNS (Continued)

Marina	Rental Rates		Winter Storage Rates	Seasonal Boater Market Area	Turn Away Business	Number of Transient Boats	Average Length of Stay	Primary Market Area (Transient Boats)
	Seasonal	Transient						
Captain's Marina & Sports Rentals (Continued)			$15.00/ft. shrinkwrap $155.00 winterizing outboard motor $235.00 winterizing inboard motor					
Heartland Marina	$49.50/ft.	$1.65/ft. daily $5.55/ft. weekly $22.45/ft. monthly	$48.00/ft. (includes haul out in fall, storage, pump out, launch in spring) $17.00/ft. shrink wrap indoors $15.50/ft. shrink wrap outdoors	70% Northumber-land County 15% Port Hope 10% Cobourg 5% Peterbor-ough County	Small waiting list for longer slips	225-250 boats	<1 day	80% Ontario (Kingston to Cobourg) 20% New York (Oswego to Henderson Harbor)
BJ Tackle	$47.45/ft.	$1.65/ft. daily $5.85/ft. weekly $19.50/ft. monthly		70% Northumber-land County 20% Port Hope 10% Peterbor-ough County		150-175 boats	<1 day	75% Ontario (Gananoque to Port Hope) 25% New York (Oswego to Chaumont Bay)
Southview Cottages	$48.00/ft.	$40.00 up to 8 ft. wide daily $45.00 9 ft. & over daily $150.00 up to 8 ft. wide weekly $160.00 9 ft. & wider weekly		70% Peterbor-ough County 15% Peterbor-ough 15% Northumber-land County		600-650 boats	<1 day	70% Ontario (Gananoque to Cobourg) 30% New York (Oswego to Sackets Harbor)
McGregor Bay Marina	$47.00/ft.	$1.60/ft. daily $5.75/ft. weekly $18.75/ft. monthly		80% Peterbor-ough County 15% Peterbor-ough 5% Northumber-land County		150 boats	<1 day	75% Ontario (Kingston to Cobourg) 25% New York (Oswego to Henderson Harbor)

EXHIBIT 1C MARINAS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FEES AND USER PATTERNS (Continued)

Marina	Rental Rates		Winter Storage Rates	Seasonal Boater Market Area	Turn Away Business	Number of Transient Boats	Average Length of Stay	Primary Market Area (Transient Boats)
	Seasonal	Transient						
Indian River Lodge	$47.50/ft.	$1.65/ft. daily $5.85/ft. weekly		55% Peterborough County 40% Peterborough 5% Northumberland County		100-175 boats	<1 day	75% Ontario (Kingston to Port Hope) 25% New York (Oswego to Cape Vincent) <1% Quebec
Shady Acres Cottages & Marina	$51.00/ft.	$1.90/ft. daily $8.45/ft. weekly		80% Northumberland County 10% Port Hope 5% Cobourg 5% Peterborough County		250-275 boats	<1 day	70% Ontario (Kingston to Cobourg) 30% New York (Oswego to Cape Vincent Harbor)
Bensfort Bridge Resort	$50.00/ft.	$1.65/ft. daily $5.75/ft. weekly $19.50/ft. monthly		60% Peterborough County 30% Peterborough 10% Northumberland County		450-475 boats	<1 day	80% Ontario (Kingston to Cobourg) 20% New York (Oswego to Henderson Harbor)
River Bend Marina	$53.00/ft.	$1.80/ft. daily $10.40/ft. weekly $20.80/ft. monthly	$41.50/ft. (includes haul out in fall, storage, pump out, launch in spring) - outdoor storage $45.50/ft. (includes haul out in fall, storage, pump out, launch in spring) - indoor storage $15.60/ft. shrink wrap	55% Peterborough County 35% Peterborough 10% Northumberland County	Waiting list <50	125-150 boats	<1 day	

EXHIBIT 1C MARINAS WITHIN COBOURG MARINA AND HARBOUR'S SEASONAL MARKET AREA – FEES AND USER PATTERNS (Continued)

Marina	Rental Rates		Winter Storage Rates	Seasonal Boater Market Area	Turn Away Business	Number of Transient Boats	Average Length of Stay	Primary Market Area (Transient Boats)
	Seasonal	Transient						
Peterborough Marina	\$44.10/ft. no power \$47.00/ft. 30 amp \$60.75/ft. 2x30 or 50 amp	\$1.80/ft. no power daily \$8.20/ft. no power weekly \$19.30/ft. no power monthly \$1.90/ft. 30 amp daily \$8.95/ft. 30 amp weekly \$20.50/ft. 30 amp monthly \$2.90/ft. 2x30 or 50 amp daily \$10.30/ft. 2x30 or 50 amp weekly \$26.00/ft. 2x30 or 50 amp monthly		70% Peterbor-ough 25% Peterbor-ough County 5% Northumber-land County	<25 on waiting list for longer slips	550-600 boats	1.5 days	90% Ontario 10% New York <1% Quebec

EXHIBIT 2 COMPARISON OF 2018 SUMMER AND WINTER MARINA FEES AT COBOURG MARINA AND FACILITIES IN SEASONAL MARKET AREA

Name of Marina	Location	Slip Rental with service[1]	Slip Rental without service	Summer Land Storage	Pump out per service	Transient daily	Launch Ramp Daily	Haul out or Launch	Winter Storage[2]
Town of Cobourg Marina	Cobourg	\$62.00/ft. \$67.00/ft. G dock	\$57.50/ft. \$56.00/ft. wall	\$22.00/ft.	\$10.00/ tank	\$1.80/ft.	\$9.50		\$22.00/ft.
Port of Newcastle Marina	Newcastle	\$58.00/ft.		\$50.00/ day	\$17.00/ tank	\$1.75/ft.		\$6.75/ft.	\$30.00/ft. \$35.00/ft package
Port Whitby Marina	Whitby	\$69.53/ft.	\$53.79/ft.	\$50.19/ft.	\$15.84/ tank	\$1.49/ft.	\$8.85	\$8.51/ft.	\$30.43/ft.
Frenchman's Bay Marina	Pickering	\$79.00/ft.	\$62.00/ft.	\$4.50/sq. ft.	\$20.00/ tank	\$1.50/ft.	\$20.00	\$8.00/ft.	\$4.50/sq. ft.
Bluffer's Park Marina	Scarborough	\$90.00/ft.	\$70.00/ft.	\$31.00/ft.	\$20.00/ tank	\$1.75/ft.	\$22.00	\$7.50/ft.	\$4.75/sq. ft. \$5.40/sq. ft. package
Outer Harbour Marina	Toronto	\$108.00/ft.	\$78.00/ft.	\$5.30/sq. ft.	\$22.00/ tank	\$2.00/ft.	\$25.00	\$11.25/ft.	\$5.30/sq. ft. \$6.75/sq. ft. package
Port Credit Harbour Marina	Mississauga	\$90.00/ft.	\$70.80/ft.	\$65.00/ft.	\$20.00/ tank	\$1.40/ft.	\$20.00	\$8.50/ft.	\$4.35/sq. ft. \$6.00/sq. ft. package
Holland River Marina	Holland Landing	\$51.67/ft.	\$43.26/ft.		\$15.00/ tank	\$1.75/ft.	\$15.00		\$18.00/ft.
Albert's Marina	Holland Landing	\$45.00/ft.	\$39.50/ft.		\$17.50/ tank	\$1.80/ft.	\$20.00		\$22.00/ft.
Krates Marina Limited	Keswick	\$87.15/ft.	\$64.20/ft.	\$60.00/ day	\$18.00/ tank	\$2.00/ft.	\$17.75	\$6.25/ft.	\$30.00/ft.
Everglades Marina	Pefferlaw	\$61.50/ft.	\$58.00/ft.	\$42.25/ft.	\$18.00/ tank	\$1.65/ft.	\$15.00	\$3.25/ft.	\$12.60/ft.
Trent Port Marina	Quinte West	\$50.20/ft.			\$22.10/ single use	\$1.90/ft.	\$12.00		
Crate Marine Belleville	Belleville	\$57.83/ft.	\$52.00/ft.	\$30.00/ft.	\$15.00/ tank	\$1.40/ft. \$1.35/ft. no power	\$18.00	\$12.00/ft.	\$30.00/ft.

<u>Source:</u> EXHIBIT 1A, 1B, and 1C, based on 30' boat
[1] Includes water and 30 amp. power
[2] Package includes haul out, launch, bottom wash

EXHIBIT 3 MARINA FACILITIES AND SERVICES RATING

Facilities and Services	Rating Value[1]	Description
Safe Piers, Main & Finger Docks	5	Stable, clean, well maintained docks with adequate mooring cleats
Vehicle Parking	5	On-site parking for boater's vehicles
Washrooms	5	On-site washrooms, well maintained and available to boaters 24/7
Water Service on Docks	5	Potable water available on docks
Haul-out, Launch & Winter Storage	5	On-site winter storage area with haul-out and hoist equipment
Hydro (30 amps.) on Docks	5	Minimum 30 amp. Electrical service compliant with the Ontario Electrical Safety Code and ABYC
Security 24 Hours	5	Secure limited access for summer moorings and winter storage of vessels
Pump Out Service	4	On-site pump out service for holding tanks
Fuel Dock	4	On-site fuel dispensing facility for gasoline and diesel fuel
Wi Fi Connection	3	Free Wi Fi internet service available within the limits of the marina
Staff Available for Assistance	3	On duty staff available to operate marina's facilities and assist boaters during normal operating hours
Launch Ramp	3	Public launch ramp for launching trailer hauled boats
Clean Marine Certification	3	Clean Marine certified facility as per OMOA with on-site waste collection and recycling facilities
Repair Services	2	On-site (or nearby) marine repair facilities
Marine Supplies	2	On-site (or nearby) marine chandlery
Mast Crane	2	On- site mast crane available
Laundry Facilities	1	On-site laundry facilities
Maximum Score	62	

[1] 50, 75 and 75 boat owners were interviewed at the Toronto International Boat Show between January 12 and 18, 2014; January 9 and 17, 2016; and January 12 and 21, 2018 regarding the features they felt were most desirable at a home marina. They were then asked to rate each feature on a scale of 1 to 5, with 5 being the most desirable. We were not allowed to ask for any personal information, nor did we ask them to identify their home marina.

EXHIBIT 4 EVALUATION OF MARINA SERVICES AND FACILITIES IN SEASONAL MARKET AREA

Name of Marina	Location	Evaluation of Services and Facilities																	
		Safe Docks	Vehicle Parking	Washrooms	Potable Water on Docks	Haul-out, Launch & Winter Storage	Hydro (30 amps.) on Docks	Security 24 hours	Pump Out Service	Fuel Dock	Wi Fi Connection	Staff Available for Assistance	Launch Ramp	Clean Marine Certification	Repair Services	Marine Supplies	Mast Crane	Laundry Facilities	**Facility Rating**
Maximum Score		***5***	***5***	***5***	***5***	***5***	***5***	***5***	***4***	***4***	***3***	***3***	***3***	***3***	***2***	***2***	***2***	***1***	***62***
Town of Cobourg Marina	Cobourg	5	2	5	5	5	5	5	4	4	3	3	3	0	1	0	2	1	53
Port of Newcastle Marina	Newcastle	4	5	5	5	5	5	4	4	4	3	3	3	3	1	0	0	1	55
Port Whitby Marina	Whitby	5	5	5	5	5	5	5	4	4	3	3	3	3	2	2	2	1	62
Frenchman's Bay Marina	Pickering	5	5	5	5	5	5	5	4	4	3	3	3	3	1	2	2	1	61
Bluffer's Park Marina	Scarborough	4	5	5	5	5	5	4	4	4	0	2	3	3	2	2	2	1	56
Outer Harbour Marina	Toronto	5	5	5	5	5	5	5	4	4	3	3	3	3	2	2	2	1	62
Port Credit Harbour Marina	Mississauga	3	5	5	5	5	5	5	4	4	3	3	2	3	2	2	2	1	59
Holland River Marina	Holland Landing	4	5	4	5	5	5	3	4	3	3	2	3	0	2	2	0	1	51
Albert's Marina	Holland Landing	4	5	5	5	5	5	3	4	4	0	2	2	3	1	2	0	0	49
Krates Marina Limited	Keswick	5	5	5	5	5	5	5	4	4	3	3	3	3	2	2	2	1	62
Everglades Marina	Pefferlaw	4	5	4	5	5	5	4	4	4	0	3	3	3	1	2	0	0	52
Trent Port Marina	Quinte West	5	2	5	5	0	5	5	4	2	3	3	1	3	0	0	0	1	44
Crate Marine Belleville	Belleville	5	5	5	5	5	5	5	4	4	3	3	3	3	2	2	2	1	62

EXHIBIT 5 PROGRAMS OFFERED BY YACHT AND BOATING CLUBS IN COBOURG HARBOUR

Boating Club	**Cobourg Dragon Boat & Canoe Club**	**Cobourg Survivor Thrivers Breast Cancer Survivor's Society**	**Cobourg Yacht Club**
Location	Cobourg, Ontario 739 D'Arcy Street, Unit 4 289-251-1715	Cobourg, Ontario 975A Elgin St. W., Unit134	Cobourg, Ontario 100 Hibernia Street 905-372-3098
Membership	2017 - Approx. 210 2016 - Approx. 220	2016 28 Paddlers + 5 supporters 2017 27 Paddlers + 5 supporters A membership highlight. The Survivor Thrivers are one of the few Canadian teams that has a male breast cancer survivor. We are fortunate to have Steve paddle with us. He is an amazing role model and support for men who receive a breast cancer diagnosis.. We have 27 former members who are on our alumni list. While they don't often paddle, many are still active team supporters.	Life Time 5 Honourary 2 Senior (include partner) (own a boat) 115 Associate (social) 130 Learn to Sail 46 Junior 4 Maintenance 39 **Total 341** Similar to 2016
Future Growth in Membership	We feel our membership will remain in the 200 – 230 range over the next 5 years.	Our members have been diagnosed with Breast Cancer. This means that sadly we often lose members who have lost their battle with cancer. Since the team started in 1999, we have lost 28 members. Age is also a factor and often when members get into their 70's they join the alumni and are not active paddlers but they are enthusiastic team supporters.	CYC senior membership growth is unknown as it greatly depends on the value to boat owners. Many senior members used to justify their membership with savings for lift in and lift out, which is questionable, as CYC no longer provides volunteer labour for these operations. The CYC would greatly benefit from a docking and storage discount on Town fees. Associate (social) membership is likely to continue to grow.
Type and number of boats used by Club	3 Dragon Boat - 20 people/boat Recreation Boats 3 Canoes - 3 People/boat 2 Outriggers - 2 people/boat 5 Outriggers - 5 people/boat 7 SUP - 1 person/boat 18 rec Kayaks - 1person.boat	Currently, we have one BUK dragon boat, *THE NOBLE LADY* This is a standard dragon boat and it seats 20 paddlers (ten rows with a left and right paddler on each seat). There is also a steers person and a drummer	Keel sail boats: 45 (up to 10 people in crew) Power boats: 15 (up to 6 people) Centreboard dinghies: 5 (up to 3 people in crew) Learn to Sail (LTS) sail boats: 8 Training & Race boats: 3

EXHIBIT 5 PROGRAMS OFFERED BY YACHT AND BOATING CLUBS IN COBOURG HARBOUR (Continued)

Boating Club	Cobourg Dragon Boat & Canoe Club	Cobourg Survivor Thrivers Breast Cancer Survivor's Society	Cobourg Yacht Club
Type and number of boats used by Club	Racing Boats 8 single Kayaks - 1 person/boat 6 double Kayaks - 2 persons/boat 5 quad Kayaks - 4 persons/boat 6 single Canoes - 1 person/boat 5 double Canoes - 2 person/boat 3 quad Canoes - 4 persons/boat 1 War Canoe - 15 persons/boat	The Dragon Boat holds 22 and to race in Breast Cancer Division races and national and international competitions all must be breast cancer survivors. 40' 10" or 12.5 m long 42" or 106 cm wide at gunwale 42" or 106 cm wide at widest point 18" or 45.7 cm deep Capacity =4000 lb or 1814 kg Fibreglass boat weighs 720 lb or 327 kg	
Type of facilities used to store boats	We have outdoor racks that are shared with the Coboug Yacht Club for mast storage	During the paddling season, The Survivor Thrivers have been able to moor The Noble Lady on E dock. In the off season, team members have a trolley to take the boat out of the water. We have been fortunate to store it in the sailing school compound We put the db up on skids and turn her upside down.	Keel sail boats: floating docks Power boats: floating docks Centreboard dinghies: CYC storage compound, dry sail Learn to Sail (LTS) sail boats: CYC storage compound, dry sail Training & Race boats: CYC storage compound, dry sail for 2 and floating dock for the Barren.
Number of each storage facility	Outdoor racks 1 60 foot long with 4 sets of arms 4 other home-made racks, wood	We make use of 1 dock generously donated by the Town of Cobourg The Cobourg Canoe and Dragon Boat Club allows the Survivor Thrivers to store paddles, and our steering oar in their shed Most of our equipment is stored in the trunks of our vehicles	CYC does not own any docks, boat owners rent dockage from the town marina at normal rates. CYC leases the dinghy storage compound from the town CYC boat owners rent winter storage space from the town marina at normal rates. Many CYC boat owners take their boats elsewhere for lifting and storage.
Membership Programs	Summer Day Camp (5 - 13 yrs) Rec Canoe Kayak (5 - 70 yrs) Dragon Boat (14 - 70 yrs) Racing (8 - 60 yrs)	We offer 4 weeks of free paddling to new members, The team provides equipment (life jackets and paddles) A chance to try out a new sport and to enjoy the camaraderie of our floating support group	Learn to Sail is for the public and is sailing instruction with certification Club keel boat racing is Wednesday nights and some other special races, equaling about 40 races per season

EXHIBIT 5 PROGRAMS OFFERED BY YACHT AND BOATING CLUBS IN COBOURG HARBOUR (Continued)

Boating Club	Cobourg Dragon Boat & Canoe Club	Cobourg Survivor Thrivers Breast Cancer Survivor's Society	Cobourg Yacht Club
Membership Programs		Our membership fee is $100 The team provides race shirts, life jackets and has paddles until a member wishes to purchase his/her own. Survivor Thrivers hires a world class coach who leads our practices and goes with us to attend dragon boat festivals. The focus is on technique for effective and efficient paddling. We emphasize paddling technique as one way to avoid injury. Since dragon boating can be a physically demanding sport that requires a level of cardio vascular fitness, stamina and flexibility, the team emphasizes being fit and strong. Practices always begin with a good warm up. Members are encouraged to work out year round and especially during the off season. For example this year, the team has rented space at Trent University Paddle Tank every other week to focus on technique as we prepare for our 2018 IBCPC races in Florence Italy. We also work out in the gym in a variety of different settings.	Club dinghy racing is Thursday nights. Social events such as bi-weekly, themed pub nights in the winter, international cuisine dinners in the fall, Friday night dinners during the summer, special events such as sail past and Commodore's levee. Associate members can use the club's 24' keelboat. Members host educational events for the public.
Frequency of Program Offerings	Dragon Boat - 2 evenings Recreation Canoe/Kayak - 2 afternoons/evenings Summer Camp - 8 weeks summer Youth Racing Spring - 4 afternoons Youth Racing Summer - 5 mornings Adult Racings - 2 evenings	Typically we practice 2 x's per week (Tuesday and Thursday) We attend festivals, usually one per month	Learn to Sail: 60 students in 2017, some on the water students spent 8 hours/per day at the camp, for 5 week days. Club keel boat racing: 40 races X 20 boats X 5 people = 4,000 person/events Dinghy racing: 5 boats X 10 races X 4 people = 200 person/events

EXHIBIT 5 PROGRAMS OFFERED BY YACHT AND BOATING CLUBS IN COBOURG HARBOUR (Continued)

Boating Club	**Cobourg Dragon Boat & Canoe Club**	**Cobourg Survivor Thrivers Breast Cancer Survivor's Society**	**Cobourg Yacht Club**
Frequency of Program Offerings			Social: 30 events X 70 people = 2,100 person/events Many other events and initiatives are undertaken by CYC members at and near the harbour.
Number of Participants in Program	Dragon Boat - 50 Summer Camp - 100 Youth Racing - 20 Adult Racing - 3 Recreation Kayaks - 22 PaddleALL - 10	We have 27 paddlers who can paddle twice a week. However, due to work commitment, health issues, summer plans, members are sometimes missing	Learn to Sail - 60 students Club Keel Boat Racing - 4,000 Dinghy Racing - 200 Social events - 2,100
Non-Membership Programs	We offer community groups the opportunity to try our recreation boats (Youth teams, Community Living)	In the past, we did offer a program on a Saturday Morning through Community Care. We have taken high school student out for sessions and training opportunities.	CYC offers the club house to the public for rental through an application and sponsorship process CYC offers training and education sessions that the public is welcome to attend CYC hosted several public outreach sessions in 2017 **Volunteer Hours 2017** Lift in/lift out - 672 hours Learn to sail - 1,128 hours Assisting other groups - 164 hours Fund raising for youth - 192 hours
Frequency of Non-Membership Program Offerings	3 - 4 times over the summer period.	Offered when requested	Varies
Number of Participants in Program	Youth teams - 40 Community Living - 8	Not available at this time.	Members of the public – 300
Training programs at your club facilities	Our racing program runs 5 days a week in the summer and 4 days a week in the spring. On-water, dryland, weight training. Approximately 30 athletes.	We train 2 times per week. We attend boot camps (often on Frenchman's Bay in Pickering)' Before the season begins, we travel to Peterborough to work out at Trent University's Paddle Tank	
Races or regattas at your club facilities	We host the Western Ontario U11/U13 Championships. Approximately 130 athletes attended and over 200 boats were used.	We attend the Cobourg Dragon Boat Festival Years, when the team didn't participate our members volunteered.	Club Keel Boat Racing - 4,000 Dinghy Racing - 200

EXHIBIT 5 PROGRAMS OFFERED BY YACHT AND BOATING CLUBS IN COBOURG HARBOUR (Continued)

Boating Club	**Cobourg Dragon Boat & Canoe Club**	**Cobourg Survivor Thrivers Breast Cancer Survivor's Society**	**Cobourg Yacht Club**
Harbour User Days	May 16 days June 16 days July 20 days August 20 days September 10 days	In most years, there are 22 weeks of practices x 2 practices per week = 44 user days. Best Estimate for summer 2017 16 weeks x 2 practices = 32 user days	Learn to Sail: 60 students in 2017, some on the water students spent 8 hours/per day at the camp, for 5 week days. Club keel boat racing: 40 races X 20 boats X 5 people = 4,000 person/events Dinghy racing: 5 boats X 10 races X 4 people = 200 person/events
Launch Ramp	No, we launch the majority of our boats by carrying them to the water. We don't use any town facilities for these smaller boats. For the dragon boats, we rent a boat slip from the Marina.	We make use of the launch ramp. We load our boat from skids onto our trolley and put her in the water.	CYC uses launch ramp to launch and retrieve keel boats at no charge
Haul out	Not applicable	We usually do it ourselves with the generous support of family members and husbands.	
Winter Storage	We have to find our own winter storage as we share the compound with the CYC, who store masts on the racks in the winter.	We are thankful that we are allowed to store our boat in the locked compound.	CYC boat owners rent winter storage space from the town marina at normal rates. Many CYC boat owners take their boats elsewhere for lifting and storage.
Marina/Harbour Water-based Facility Requirements	Starting by the CYC lawn area, we need to use the area along the centre pier, south to the harbour entrance area, west towards the west pier, north towards the west beach, east to the centre pier.	We need deep water with a large turning radius. It would be wonderful to have a 500 metre STRAIGHT RACE COURSE (or as long as possible)….or as long as possible It would be wonderful to hold our monthly team meetings at the marina. We do meet once a month to conduct business and plan events.	CYC boat owners need floating docks for summer CYC boat owners may want on land, secured winter storage in a compound CYC keel boat owners need a crane for lift in and lift out CYC power boat (boats that are too big for a typical trailer) need a system to put in and take out. LTS and CYC dinghy racers use the open water in the harbour for training and racing CYC needs the dinghy compound for senior members, LTS clubhouse and equipment and small boat storage.

EXHIBIT 5 PROGRAMS OFFERED BY YACHT AND BOATING CLUBS IN COBOURG HARBOUR (Continued)

Boating Club	**Cobourg Dragon Boat & Canoe Club**	**Cobourg Survivor Thrivers Breast Cancer Survivor's Society**	**Cobourg Yacht Club**
Plans for Future Changes	Our wish list is a compound of our own so we can leave our boats in our compound year round. We would purchase new racks that are suited for our boats, rather than the mast racks we presently use. We would also like a building to use for inclement weather and meetings, weight training all year round.	We have talked about acquiring an additional small boat (10 paddler, Steer, Drummer) so if we attract more members everyone would be able to paddle	CYC cannot continue to volunteer to provide the lift in and lift out of keel boats and mast stepping. CYC is promoting the installation of a floating accessible dock near the dinghy beach.
Turn Away Business	No we don't. We have enough boats that we can accommodate as many members as want to paddle.	We find space for all. We look for the day, when Breast Cancer is eradicated and there is no one to paddle with us. But until that day, The Survivor Thrivers will be there for anyone who needs our support.	No waiting list at CYC. We are actively promoting membership but value of membership for boat owners is diminishing as traditional discount for lift in and lift out is disappearing
Existing Capacity for Expansion	No we don't. We need a compound of our own, with proper racks for our boats. A bigger compound would be an asset.	Even with another boat, we could moor both in the same slip (a slip that isn't suitable for sail or power boats)	
Required Capacity for Expansion	Year round compound with approximately 500 sq feet more would work for us. The important factor is a compound of our own that we can use all year round.	See above	The CYC clubhouse is not accessible. The dining room and washrooms are separated by stairs. Additional amenities in the clubhouse would be beneficial to live aboard and visiting boaters but cannot be accommodated within the current footprint.
Additional Comments			CYC pays the town marina $3,500 per season for the use of the west side of the centre pier for our reciprocal visitors. This tie up is non-serviced and undesirable due to structural protrusions from the pier wall during low water. CYC has received many complaints from reciprocal boaters and clubs that this arrangement is unacceptable and that they may rescind reciprocal privileges from CYC.

EXHIBIT 5 PROGRAMS OFFERED BY YACHT AND BOATING CLUBS IN COBOURG HARBOUR (Continued)

Boating Club	Cobourg Dragon Boat & Canoe Club	Cobourg Survivor Thrivers Breast Cancer Survivor's Society	Cobourg Yacht Club
Additional Comments			These guests are forced to tie up against this pier even when there are serviced slips available in the marina. This situation is detrimental to CYC, and more importantly to the travelling boaters, tourists to Cobourg.

EXHIBIT 6 LENGTH OF BOATS REGISTERED WITHIN ONTARIO, QUEBEC AND NEW YORK

Length[4]	2012	2013	2014	2015	2016	2017
Ontario[1]						
Under 20 feet	989,165	997,701	1,007,077	1,007,403	1,007,735	1,011,812
20 ft. to less than 26 feet	53,210	53,471	53,646	54,527	55,144	55,469
26 ft. to less than 30 feet	12,456	12,640	12,619	12,776	12,928	13,317
30 ft. to less than 36 feet	18,825	19,096	19,283	19,944	20,636	21,243
36 ft. to less than 46 feet	11,129	11,893	12,107	12,328	12,864	13,361
46 feet+	6,378	6,477	6,566	7,147	7,437	7,801
Total	1,091,163	1,101,278	1,111,298	1,114,125	1,116,744	1,123,003
Total 26 feet+	48,788	50,106	50,575	52,195	53,865	55,722
Quebec[2]						
Under 20 feet	481,437	484,620	488,186	488,040	487,694	489,013
20 ft. to less than 26 feet	25,904	25,979	26,005	26,416	26,706	26,808
26 ft. to less than 30 feet	6,060	6,142	6,117	6,169	6,267	6,436
30 ft. to less than 36 feet	9,159	9,276	9,348	9,672	9,997	10,267
36 ft. to less than 46 feet	5,417	5,775	5,869	5,980	6,236	6,457
46 feet+	3,104	3,139	3,183	3,465	3,549	3,770
Total	531,081	534,931	538,708	539,742	540,449	542,751
Total 26 feet+	23,740	24,332	24,517	25,286	26,049	26,930
New York[3]						
Under 20 feet	422,475	420,424	418,387	414,249	410,547	411,123
20 ft. to less than 26 feet	17,686	17,599	17,021	16,283	16,105	16,433
26 ft. to less than 30 feet	5,519	5,492	5,386	5,076	4,574	4,995
30 ft. to less than 36 feet	6,902	6,868	6,621	6,435	6,272	6,728
36 ft. to less than 46 feet	7,117	7,082	7,099	8,018	7,081	7,998
46 feet+	3,840	3,822	3,779	3,726	3,698	3,926
Total	463,539	461,287	458,293	453,787	448,277	451,203
Total 26 feet+	23,378	23,264	22,885	23,255	21,625	23,647

[1] Limited provincial data is available therefore breakdown is based on discussions with boat builders/manufacturers; Transport Canada, Service Canada; National Marine Manufacturers Association - Canada; Ontario Marine Operators Association (Boating Ontario); Canadian Yachting Association; and Ontario Sailing Association. A Transport Canada license or registration is mandatory for all pleasure craft equipped with motors of 10 horsepower (7.5 kilowatts or more)

[2] Data from National Marine Manufacturers Association - Canada, Quebec Ministry of Transport, Sailing Quebec, Transport Canada and discussions with boat builders/manufacturers

[3] Data from U.S. Coast Guard compiled by National Marine Manufacturers Association in their Annual Statistical Reports 2012 to 2017, New York Department of Motor Vehicles, and discussions with U.S. boat builders/manufacturers

[4] Under 20 feet (under 6 metres); 20 ft. to less than 26 ft. (6 m. to less than 8 metres); 26 ft. to less than 30 ft. (8 m. to less than 9 metres); 30 ft. to less than 36 ft. (9 m. to less than 11 metres); 36 ft. to less than 46 ft. (11 m. to less than 14 metres); 46 ft.+ (14 metres+)

EXHIBIT 7 BEAM (WIDTH) OF BOATS REGISTERED WITHIN ONTARIO, QUEBEC AND NEW YORK

			Ontario[1]			
Beam[4]	**2012**	**2013**	**2014**	**2015**	**2016**	**2017**
Under 6 feet 6 inches	507,042	511,219	516,916	517,286	517,526	519,411
6 ft. 6" to less than 10 feet	551,464	555,828	559,576	560,515	561,323	563,929
10 ft. to less than 13 feet	21,860	22,903	23,267	24,266	25,308	26,468
13 feet+	10,797	11,328	11,539	12,058	12,587	13,195
Total	1,091,163	1,101,278	1,111,298	1,114,125	1,116,744	1,123,003
			Quebec[2]			
Under 6 feet 6 inches	246,782	248,318	250,577	250,600	250,457	251,033
6 ft. 6" to less than 10 feet	268,404	269,986	271,258	271,544	271,653	272,549
10 ft. to less than 13 feet	10,640	11,125	11,279	11,756	12,248	12,792
13 feet+	5,255	5,502	5,594	5,842	6,091	6,377
Total	531,081	534,931	538,708	539,742	540,449	542,751
			New York[3]			
Under 6 feet 6 inches	213,467	212,085	211,013	209,111	206,050	207,163
6 ft. 6" to less than 10 feet	234,836	233,505	232,198	229,947	227,644	228,804
10 ft. to less than 13 feet	9,294	9,557	9,237	9,013	8,855	9,227
13 feet+	5,942	6,140	5,845	5,716	5,728	6,009
Total	463,539	461,287	458,293	453,787	448,277	451,203

[1] Limited provincial data is available therefore breakdown is based on discussions with boat builders/manufacturers; Transport Canada, Service Canada; National Marine Manufacturers Association - Canada; Ontario Marine Operators Association (Boating Ontario); Canadian Yachting Association; and Ontario Sailing Association

[2] Data from National Marine Manufacturers Association - Canada, Quebec Ministry of Transport, Sailing Quebec, Transport Canada and discussions with boat builders/manufacturers

[3] Data from U.S. Coast Guard compiled by National Marine Manufacturers Association in their Annual Statistical Reports 2012 to 2017, New York Department of Motor Vehicles, and discussions with U.S. boat builders/manufacturers

[4] Under 6 feet 6 inches (under 2 metres); 6 ft. 6" to less than 10 feet (2 m. to less than 3 metres); 10 ft. to less than 13 feet (3 m. to less than 4 metres); 13 ft. + (4 metres +)

EXHIBIT 8 DRAFT OF BOATS REGISTERED WITHIN ONTARIO, QUEBEC AND NEW YORK

Draft[4]	2012	2013	2014	2015	2016	2017
Ontario[1]						
Under 2 feet	489,069	494,236	499,483	500,579	501,567	504,188
2 ft. to less than 3 feet	436,983	441,678	445,935	446,914	447,816	450,172
3 ft. to less than 4 feet	133,245	133,590	133,896	134,197	134,465	135,183
4 ft. to less than 5 feet	27,817	28,106	28,317	28,698	29,079	29,547
5 ft. to less than 6 feet	2,408	2,446	2,488	2,528	2,579	2,631
6 ft. +	1,141	1,182	1,179	1,209	1,238	1,282
Total	1,090,663	1,101,218	1,111,298	1,114,125	1,116,744	1,123,003
Quebec[2]						
Under 2 feet	239,146	240,867	242,566	243,030	243,348	244,380
2 ft. to less than 3 feet	213,389	214,935	216,453	216,868	217,153	218,077
3 ft. to less than 4 feet	64,048	64,513	64,968	65,093	65,179	65,455
4 ft. to less than 5 feet	12,959	13,057	13,151	13,175	13,192	13,249
5 ft. to less than 6 feet	1,062	1,073	1,080	1,084	1,085	1,094
6 ft. +	477	486	490	492	492	496
Total	531,081	534,931	538,708	539,742	540,449	542,751
New York[3]						
Under 2 feet	208,517	207,494	206,217	204,169	201,707	202,968
2 ft. to less than 3 feet	185,982	185,037	184,141	182,332	180,084	181,033
3 ft. to less than 4 feet	55,918	55,641	55,270	54,727	54,066	54,430
4 ft. to less than 5 feet	11,530	11,514	11,187	11,077	10,938	11,223
5 ft. to less than 6 feet	1,107	1,112	1,021	1,024	1,027	1,077
6 ft. +	485	489	457	458	455	472
Total	463,539	461,287	458,293	453,787	448,277	451,203

[1] Limited provincial data is available therefore breakdown is based on discussions with boat builders/manufacturers; Transport Canada, Service Canada; National Marine Manufacturers Association - Canada; Ontario Marine Operators Association (Boating Ontario); Canadian Yachting Association; and Ontario Sailing Association

[2] Data from National Marine Manufacturers Association - Canada, Quebec Ministry of Transport, Sailing Quebec, Transport Canada and discussions with boat builders/manufacturers

[3] Data from U.S. Coast Guard compiled by National Marine Manufacturers Association in their Annual Statistical Reports 2012 to 2017, New York Department of Motor Vehicles, and discussions with U.S. boat builders/manufacturers

[4] Under 2 feet (under 0.61 metres); 2 ft. to less than 3 feet (0.61 m. to less than 0.91 metres); 3 ft. to less than 4 feet (0.91 m. to less than 1.22 metres); 4 ft. to less than 5 feet (1.22 m. to less than 1.52 metres); 5 ft. to less than 6 feet (1.52 m. to less than 1.83 metres); 6 ft. + (1.83 m. +)

EXHIBIT 9 TYPE OF BOATS REGISTERED IN ONTARIO, QUEBEC AND NEW YORK

Ontario[1]						
Type	**2012**	**2013**	**2014**	**2015**	**2016**	**2017**
Outboard boats	721,668	725,303	733,589	735,863	738,162	742,296
Inboard boats	91,670	100,810	101,624	101,972	102,468	104,525
Sterndrive boats	133,273	130,793	131,857	132,084	132,119	131,679
Sailboats	144,052	144,312	144,228	144,206	143,995	144,503
Total	1,090,663	1,101,218	1,111,298	1,114,125	1,116,744	1,123,003
Quebec[2]						
Outboard boats	350,903	352,221	354,264	355,669	355,804	356,988
Inboard boats	45,544	46,423	49,545	49,740	50,329	51,859
Sterndrive boats	69,595	69,818	69,021	68,965	68,872	68,588
Sailboats	65,039	66,469	65,878	65,368	65,444	65,316
Total	531,081	534,931	538,708	539,742	540,449	542,751
New York[3]						
Outboard boats	305,176	304,236	301,722	299,290	295,656	297,475
Inboard boats	40,502	40,406	40,044	39,749	39,266	39,480
Sterndrive boats	60,784	60,495	60,096	59,511	58,789	58,611
Sailboats	57,077	56,150	56,431	55,237	54,566	55,637
Total	463,539	461,287	458,293	453,787	448,277	451,203

[1] Limited provincial data is available therefore breakdown is based on discussions with boat builders/manufacturers; Transport Canada, Service Canada; National Marine Manufacturers Association - Canada; Ontario Marine Operators Association (Boating Ontario); Canadian Yachting Association; and Ontario Sailing Association

[2] Data from National Marine Manufacturers Association - Canada, Quebec Ministry of Transport, Sailing Quebec, Transport Canada and discussions with boat builders/manufacturers

[3] Data from U.S. Coast Guard compiled by National Marine Manufacturers Association in their Annual Statistical Reports 2012 to 2017, New York Department of Motor Vehicles, and discussions with U.S. boat builders/manufacturers

EXHIBIT 10 PLEASURE CRAFT LICENSES GRANTED[1] BY TRANSPORT CANADA IN ONTARIO

	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Total
2013	368	486	1,053	2,073	4,062	2,908	2,551	2,208	917	753	421	213	18,013
2014	258	521	813	1,481	3,081	2,908	2,558	1,734	1,042	573	404	284	15,657
2015	258	442	749	1,311	3,173	2,953	2,466	1,943	811	430	301	202	15,039
2016	141	275	627	1,680	3,588	3,192	2,862	2,229	665	331	282	110	15,982
2017	143	447	1,079	1,981	4,037	3,782	2,743	2,177	762	424	328	217	18,120

<u>Source:</u> Transport Canada, Pleasure Craft Licensing, Monthly National Report by Region

[1] A Transport Canada license or registration is mandatory for all pleasure craft equipped with motors of 10 horsepower (7.5 kilowatts) or more

EXHIBIT 11 PLEASURE CRAFT LICENSES CANCELLED[1] BY TRANSPORT CANADA IN ONTARIO

	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Total
2013	8	5	9	9	20	19	13	13	12	8	4	2	122
2014	8	5	7	0	3	3	12	8	14	5	7	5	77
2015	2	10	3	3	14	24	12	20	4	13	8	8	121
2016	4	15	23	53	93	113	116	119	39	34	31	16	656
2017	202	210	152	62	122	139	127	123	48	25	32	97	1,339

<u>Source:</u> Transport Canada, Pleasure Craft Licensing, Monthly National Report by Region

[1] Boat is no longer being operated in Canada (i.e. sold foreign, boat destroyed)

EXHIBIT 12 TOTAL ADDITIONAL REGISTERED PLEASURE CRAFT IN ONTARIO

	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Total
2013	360	481	1,044	2,064	4,042	2,889	2,538	2,195	905	745	417	211	17,891
2014	250	516	806	1,481	3,078	2,905	2,546	1,726	1,028	568	397	279	15,580
2015	256	432	746	1,308	3,159	2,929	2,454	1,923	807	417	293	194	14,918
2016	137	260	604	1,627	3,495	3,079	2,746	2,110	626	297	251	94	15,326
2017	(59)	237	927	1,919	3,915	3,643	2,616	2,054	714	399	296	120	16,781

<u>Source:</u> EXHIBIT 10 and EXHIBIT 11

EXHIBIT 13 PROJECTED GROWTH BY LENGTH OF BOATS REGISTERED IN ONTARIO (2018 to 2033)

Length[1]	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028
Under 20 feet	1,015,900	1,020,010	1,024,140	1,028,280	1,031,410	1,034,550	1,037,700	1,040,860	1,044,030	1,046,190	1,048,360
20 ft. to less than 26 feet	55,800	56,130	56,460	56,800	57,020	57,250	57,480	57,710	57,940	58,050	58,160
26 ft. to less than 30 feet	13,720	14,130	14,560	15,000	15,150	15,310	15,470	15,630	15,790	15,920	16,050
30 ft. to less than 36 feet	21,860	22,500	23,160	23,840	24,440	25,060	25,690	26,340	27,000	27,550	28,110
36 ft. to less than 46 feet	13,870	14,400	14,950	15,530	16,050	16,590	17,150	17,730	18,320	18,840	19,380
46 feet+	8,180	8,570	8,980	9,410	9,820	10,240	10,680	11,140	11,620	12,060	12,520
Total	1,129,330	1,135,740	1,142,250	1,148,860	1,153,890	1,159,000	1,164,170	1,169,410	1,174,700	1,178,610	1,182,580
Total 26 feet+	57,630	59,600	61,650	63,780	65,460	67,200	68,990	70,840	72,730	74,370	76,060

Length[1]	2029	2030	2031	2032	2033
Under 20 feet	1,050,530	1,052,700	1,054,880	1,056,010	1,057,140
20 ft. to less than 26 feet	58,270	58,380	58,490	58,600	58,710
26 ft. to less than 30 feet	16,180	16,310	16,440	16,540	16,640
30 ft. to less than 36 feet	28,680	29,260	29,850	30,300	30,760
36 ft. to less than 46 feet	19,930	20,500	21,090	21,590	22,100
46 feet+	13,000	13,500	14,020	14,490	14,970
Total	1,186,590	1,190,650	1,194,770	1,197,530	1,200,320
Total 26 feet+	77,790	79,570	81,400	82,920	84,470

[1] Under 20 feet (under 6 metres); 20 ft. to less than 26 ft. (6 m. to less than 8 metres); 26 ft. to less than 30 ft. (8 m. to less than 9 metres); 30 ft. to less than 36 ft. (9 m. to less than 11 metres); 36 ft. to less than 46 ft. (11 m. to less than 14 metres); 46 ft.+ (14 metres+)

Source: Transport Canada, National Marine Manufacturers Association - Canada, Ontario Marine Operators Association (Boating Ontario), Canadian Yachting Association, Ontario Sailing Association, discussions with Canadian boat builders/manufacturers and boat dealers/brokers, and TOURIS**TICS**

EXHIBIT 14 PROJECTED GROWTH BY BEAM (WIDTH) OF BOATS REGISTERED IN ONTARIO (2018 to 2033)

Beam[1]	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028
Under 6 feet 6 inches	521,290	523,170	525,050	526,930	525,800	524,650	523,450	522,230	520,950	517,090	513,180
6 ft. 6" to less than 10 feet	566,520	569,120	571,720	574,340	578,110	581,890	585,650	589,370	593,080	597,740	602,360
10 ft. to less than 13 feet	27,700	28,970	30,300	31,690	33,260	34,890	36,600	38,400	40,270	42,300	44,420
13 feet+	13,820	14,480	15,180	15,900	16,720	17,570	18,470	19,410	20,400	21,480	22,620
Total	1,129,330	1,135,740	1,142,250	1,148,860	1,153,890	1,159,000	1,164,170	1,169,410	1,174,700	1,178,610	1,182,580

Beam[1]	2029	2030	2031	2032	2033
Under 6 feet 6 inches	509,230	505,220	501,170	499,250	497,290
6 ft. 6" to less than 10 feet	606,900	611,390	615,830	617,250	618,610
10 ft. to less than 13 feet	46,640	48,960	51,380	53,480	55,660
13 feet+	23,820	25,080	26,390	27,550	28,760
Total	1,186,590	1,190,650	1,194,770	1,197,530	1,200,320

[1] Under 6 feet 6 inches (under 2 metres); 6 ft. 6" to less than 10 feet (2 m. to less than 3 metres); 10 ft. to less than 13 feet (3 m. to less than 4 metres); 13 ft. + (4 metres +)

Source: Transport Canada, National Marine Manufacturers Association - Canada, Ontario Marine Operators Association (Boating Ontario), Canadian Yachting Association, Ontario Sailing Association, discussions with Canadian boat builders/manufacturers and boat dealers/brokers, and TOURIS**TICS**

EXHIBIT 15 PROJECTED GROWTH BY DRAFT OF BOATS REGISTERED IN ONTARIO (2018 to 2033)

Draft[1]	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028
Under 2 feet	506,850	509,530	512,270	515,030	517,090	519,190	521,300	523,450	525,600	527,120	528,680
2 ft. to less than 3 feet	452,550	454,950	457,400	459,880	461,730	463,610	465,510	467,430	469,360	470,720	472,100
3 ft. to less than 4 feet	135,890	136,620	137,350	138,100	138,660	139,220	139,790	140,380	140,960	141,400	141,840
4 ft. to less than 5 feet	30,040	30,540	31,040	31,560	32,030	32,510	33,000	33,490	34,000	34,480	34,960
5 ft. to less than 6 feet	2,690	2,750	2,810	2,870	2,930	2,990	3,050	3,110	3,180	3,240	3,300
6 ft. +	1,310	1,350	1,380	1,420	1,450	1,480	1,520	1,550	1,600	1,650	1,700
Total	1,129,330	1,135,740	1,142,250	1,148,860	1,153,890	1,159,000	1,164,170	1,169,410	1,174,700	1,178,610	1,182,580

Draft[1]	2029	2030	2031	2032	2033
Under 2 feet	530,230	531,810	533,390	534,330	535,280
2 ft. to less than 3 feet	473,500	474,920	476,340	477,190	478,050
3 ft. to less than 4 feet	142,290	142,740	143,210	143,520	143,840
4 ft. to less than 5 feet	35,450	35,950	36,470	36,980	37,500
5 ft. to less than 6 feet	3,370	3,430	3,500	3,580	3,660
6 ft. +	1,750	1,800	1,860	1,930	1,990
Total	1,186,590	1,190,650	1,194,770	1,197,530	1,200,320

[1] Under 2 feet (under 0.61 metres); 2 ft. to less than 3 feet (0.61 m. to less than 0.91 metres); 3 ft. to less than 4 feet (0.91 m. to less than 1.22 metres); 4 ft. to less than 5 feet (1.22 m. to less than 1.52 metres); 5 ft. to less than 6 feet (1.52 m. to less than 1.83 metres); 6 ft. + (1.83 m. +)

Source: Transport Canada, National Marine Manufacturers Association - Canada, Ontario Marine Operators Association (Boating Ontario), Canadian Yachting Association, Ontario Sailing Association, discussions with Canadian boat builders/manufacturers and boat dealers/brokers, and TOURIS**TICS**

EXHIBIT 16 PROJECTED GROWTH BY TYPE OF BOATS REGISTERED IN ONTARIO (2018 to 2033)

Type	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028
Outboard boats	746,470	750,660	754,900	759,180	762,990	766,840	770,710	774,620	778,530	781,710	784,920
Inboard boats	106,620	108,760	110,950	113,190	114,880	116,600	118,350	120,120	121,930	123,080	124,260
Sterndrive boats	131,240	130,810	130,380	129,950	129,120	128,290	127,470	126,660	125,850	124,990	124,130
Sailboats	145,000	145,510	146,020	146,540	146,900	147,270	147,640	148,010	148,390	148,830	149,270
Total	1,129,330	1,135,740	1,142,250	1,148,860	1,153,890	1,159,000	1,164,170	1,169,410	1,174,700	1,178,610	1,182,580

Type	2029	2030	2031	2032	2033
Outboard boats	788,150	791,400	794,690	797,400	800,130
Inboard boats	125,440	126,640	127,850	128,400	128,950
Sterndrive boats	123,280	122,440	121,610	120,770	119,930
Sailboats	149,720	150,170	150,620	150,960	151,310
Total	1,186,590	1,190,650	1,194,770	1,197,530	1,200,320

Source: Transport Canada, National Marine Manufacturers Association - Canada, Ontario Marine Operators Association (Boating Ontario), Canadian Yachting Association, Ontario Sailing Association, discussions with Canadian boat builders/manufacturers and boat dealers/brokers, and TOURIS**TICS**

EXHIBIT 17 PROJECTED GROWTH BY LENGTH OF BOATS REGISTERED IN QUEBEC (2018 to 2033)

Length[1]	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028
Under 20 feet	490,060	491,110	492,160	493,220	494,280	495,340	496,400	497,470	498,540	499,610	500,680
20 ft. to less than 26 feet	26,940	27,070	27,200	27,340	27,480	27,620	27,760	27,900	28,040	28,180	28,320
26 ft. to less than 30 feet	6,510	6,580	6,650	6,720	6,790	6,870	6,950	7,030	7,110	7,190	7,270
30 ft. to less than 36 feet	10,510	10,750	11,000	11,260	11,520	11,790	12,060	12,340	12,630	12,920	13,220
36 ft. to less than 46 feet	6,640	6,830	7,020	7,220	7,430	7,640	7,860	8,080	8,310	8,550	8,790
46 feet+	3,890	4,020	4,150	4,290	4,430	4,580	4,730	4,890	5,050	5,220	5,390
Total	544,550	546,360	548,180	550,050	551,930	553,840	555,760	557,710	559,680	561,670	563,670
Total 26 feet+	27,550	28,180	28,820	29,490	30,170	30,880	31,600	32,340	33,100	33,880	34,670

Length[1]	2029	2030	2031	2032	2033
Under 20 feet	501,760	502,840	503,920	505,000	506,080
20 ft. to less than 26 feet	28,460	28,600	28,740	28,880	29,020
26 ft. to less than 30 feet	7,350	7,430	7,510	7,590	7,670
30 ft. to less than 36 feet	13,530	13,840	14,160	14,490	14,830
36 ft. to less than 46 feet	9,040	9,300	9,560	9,830	10,110
46 feet+	5,570	5,750	5,940	6,140	6,340
Total	565,710	567,760	569,830	571,930	574,050
Total 26 feet+	35,490	36,320	37,170	38,050	38,950

[1] Under 20 feet (under 6 metres); 20 ft. to less than 26 ft. (6 m. to less than 8 metres); 26 ft. to less than 30 ft. (8 m. to less than 9 metres); 30 ft. to less than 36 ft. (9 m. to less than 11 metres); 36 ft. to less than 46 ft. (11 m. to less than 14 metres); 46 ft.+ (14 metres+)

Source: Transport Canada, National Marine Manufacturers Association - Canada, Canadian Yachting Association, Quebec Ministry of Transport, Sailing Quebec, and discussions with Canadian boat builders/manufacturers and boat dealers/brokers, and TOURIS**TICS**

EXHIBIT 18 PROJECTED GROWTH BY BEAM (WIDTH) OF BOATS REGISTERED IN QUEBEC (2018 to 2033)

Beam[1]	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028
Under 6 feet 6 inches	251,570	252,110	252,640	253,170	253,690	254,210	254,710	255,220	255,710	256,190	256,670
6 ft. 6" to less than 10 feet	273,050	273,530	273,990	274,470	274,930	275,400	275,850	276,290	276,740	277,170	277,570
10 ft. to less than 13 feet	13,290	13,810	14,350	14,910	15,500	16,100	16,730	17,380	18,050	18,750	19,480
13 feet+	6,640	6,910	7,200	7,500	7,810	8,130	8,470	8,820	9,180	9,560	9,950
Total	544,550	546,360	548,180	550,050	551,930	553,840	555,760	557,710	559,680	561,670	563,670

Beam[1]	2029	2030	2031	2032	2033
Under 6 feet 6 inches	257,140	257,590	258,030	258,460	258,880
6 ft. 6" to less than 10 feet	277,970	278,370	278,740	279,120	279,460
10 ft. to less than 13 feet	20,240	21,020	21,830	22,670	23,550
13 feet+	10,360	10,780	11,230	11,680	12,160
Total	565,710	567,760	569,830	571,930	574,050

[1] Under 6 feet 6 inches (under 2 metres); 6 ft. 6" to less than 10 feet (2 m. to less than 3 metres); 10 ft. to less than 13 feet (3 m. to less than 4 metres); 13 ft. + (4 metres +)

Source: Transport Canada, National Marine Manufacturers Association - Canada, Canadian Yachting Association, Quebec Ministry of Transport, Sailing Quebec, and discussions with Canadian boat builders/manufacturers and boat dealers/brokers, and TOURIS**TICS**

EXHIBIT 19 PROJECTED GROWTH BY DRAFT OF BOATS REGISTERED IN QUEBEC (2018 to 2033)

Draft[1]	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028
Under 2 feet	245,170	245,980	246,790	247,620	248,470	249,310	250,180	251,030	251,920	252,800	253,700
2 ft. to less than 3 feet	218,800	219,520	220,250	221,000	221,750	222,520	223,280	224,070	224,850	225,650	226,450
3 ft. to less than 4 feet	65,670	65,890	66,100	66,330	66,550	66,780	67,010	67,250	67,490	67,730	67,970
4 ft. to less than 5 feet	13,300	13,340	13,390	13,430	13,480	13,530	13,570	13,620	13,670	13,720	13,760
5 ft. to less than 6 feet	1,100	1,110	1,120	1,130	1,130	1,140	1,150	1,160	1,170	1,180	1,190
6 ft. +	510	520	530	540	550	560	570	580	580	590	600
Total	544,550	546,360	548,180	550,050	551,930	553,840	555,760	557,710	559,680	561,670	563,670

Draft[1]	2029	2030	2031	2032	2033
Under 2 feet	254,610	255,530	256,460	257,400	258,340
2 ft. to less than 3 feet	227,270	228,090	228,920	229,760	230,610
3 ft. to less than 4 feet	68,210	68,450	68,700	68,950	69,210
4 ft. to less than 5 feet	13,810	13,860	13,910	13,960	14,010
5 ft. to less than 6 feet	1,200	1,210	1,210	1,220	1,230
6 ft. +	610	620	630	640	650
Total	565,710	567,760	569,830	571,930	574,050

[1] Under 2 feet (under 0.61 metres); 2 ft. to less than 3 feet (0.61 m. to less than 0.91 metres); 3 ft. to less than 4 feet (0.91 m. to less than 1.22 metres); 4 ft. to less than 5 feet (1.22 m. to less than 1.52 metres); 5 ft. to less than 6 feet (1.52 m. to less than 1.83 metres); 6 ft. + (1.83 m. +)

Source: Transport Canada, National Marine Manufacturers Association - Canada, Canadian Yachting Association, Quebec Ministry of Transport, Sailing Quebec, and discussions with Canadian boat builders/manufacturers and boat dealers/brokers, and TOURIS**TICS**

EXHIBIT 20 PROJECTED GROWTH BY TYPE OF BOATS REGISTERED IN QUEBEC (2018 to 2033)

Type	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028
Outboard boats	356,300	355,270	353,870	352,100	349,920	347,310	344,230	340,710	336,700	332,190	327,180
Inboard boats	56,910	62,390	68,340	74,760	81,690	89,160	97,180	105,760	114,930	124,690	135,040
Sterndrive boats	66,990	65,360	63,700	62,030	60,320	58,590	56,830	55,040	53,220	51,390	49,530
Sailboats	64,350	63,240	62,270	61,160	60,000	58,780	57,520	56,200	54,830	53,400	51,920
Total	544,550	546,360	548,180	550,050	551,930	553,840	555,760	557,710	559,680	561,670	563,670

Type	2029	2030	2031	2032	2033
Outboard boats	321,680	315,670	309,160	302,160	294,690
Inboard boats	145,990	157,520	169,640	182,310	195,510
Sterndrive boats	47,650	45,760	43,850	41,940	40,020
Sailboats	50,390	48,810	47,180	45,520	43,830
Total	565,710	567,760	569,830	571,930	574,050

Source: Transport Canada, National Marine Manufacturers Association - Canada, Canadian Yachting Association, Quebec Ministry of Transport, Sailing Quebec, and discussions with Canadian boat builders/manufacturers and boat dealers/brokers, and TOURIS**TICS**

EXHIBIT 21 PROJECTED GROWTH BY LENGTH OF BOATS REGISTERED IN NEW YORK (2018 to 2033)

Length[1]	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028
Under 20 feet	411,920	412,720	413,520	414,320	415,120	415,920	416,720	417,530	418,340	419,150	419,960
20 ft. to less than 26 feet	16,510	16,580	16,650	16,720	16,790	16,870	16,950	17,030	17,110	17,190	17,270
26 ft. to less than 30 feet	5,040	5,090	5,140	5,190	5,240	5,290	5,340	5,390	5,440	5,490	5,540
30 ft. to less than 36 feet	6,880	7,030	7,180	7,340	7,500	7,670	7,840	8,010	8,190	8,370	8,550
36 ft. to less than 46 feet	8,210	8,430	8,660	8,890	9,130	9,380	9,630	9,890	10,160	10,430	10,710
46 feet+	4,050	4,180	4,310	4,440	4,580	4,720	4,870	5,020	5,180	5,340	5,510
Total	452,610	454,030	455,460	456,900	458,360	459,850	461,350	462,870	464,420	465,970	467,540
Total 26 feet+	24,180	24,730	25,290	25,860	26,450	27,060	27,680	28,310	28,970	29,630	30,310

Length[1]	2029	2030	2031	2032	2033
Under 20 feet	420,770	421,580	422,390	423,210	424,030
20 ft. to less than 26 feet	17,350	17,430	17,510	17,590	17,670
26 ft. to less than 30 feet	5,600	5,660	5,720	5,780	5,840
30 ft. to less than 36 feet	8,740	8,930	9,130	9,330	9,540
36 ft. to less than 46 feet	11,000	11,300	11,600	11,910	12,230
46 feet+	5,680	5,860	6,040	6,230	6,420
Total	469,140	470,760	472,390	474,050	475,730
Total 26 feet+	31,020	31,750	32,490	33,250	34,030

[1] Under 20 feet (under 6 metres); 20 ft. to less than 26 ft. (6 m. to less than 8 metres); 26 ft. to less than 30 ft. (8 m. to less than 9 metres); 30 ft. to less than 36 ft. (9 m. to less than 11 metres); 36 ft. to less than 46 ft. (11 m. to less than 14 metres); 46 ft.+ (14 metres+)

Source: Data from U.S. Coast Guard compiled by National Marine Manufacturers Association in their Annual Statistical Reports 2012 to 2017, New York Department of Motor Vehicles, and discussions with U.S. boat builders/manufacturers, and TOURIS**TICS**

EXHIBIT 22 PROJECTED GROWTH BY BEAM (WIDTH) OF BOATS REGISTERED IN NEW YORK (2018 to 2033)

Beam[1]	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028
Under 6 feet 6 inches	207,570	207,960	208,350	208,740	209,110	209,490	209,860	210,220	210,580	210,930	211,260
6 ft. 6” to less than 10 feet	229,180	229,550	229,910	230,250	230,610	230,960	231,280	231,620	231,950	232,250	232,550
10 ft. to less than 13 feet	9,580	9,950	10,330	10,730	11,140	11,560	12,010	12,460	12,940	13,430	13,950
13 feet+	6,280	6,570	6,870	7,180	7,500	7,840	8,200	8,570	8,950	9,360	9,780
Total	452,610	454,030	455,460	456,900	458,360	459,850	461,350	462,870	464,420	465,970	467,540

Beam[1]	2029	2030	2031	2032	2033
Under 6 feet 6 inches	211,600	211,920	212,230	212,530	212,830
6 ft. 6” to less than 10 feet	232,840	233,130	233,400	233,670	233,910
10 ft. to less than 13 feet	14,480	15,030	15,600	16,190	16,800
13 feet+	10,220	10,680	11,160	11,660	12,190
Total	469,140	470,760	472,390	474,050	475,730

[1] Under 6 feet 6 inches (under 2 metres); 6 ft. 6” to less than 10 feet (2 m. to less than 3 metres); 10 ft. to less than 13 feet (3 m. to less than 4 metres); 13 ft. + (4 metres +)

Source: Data from U.S. Coast Guard compiled by National Marine Manufacturers Association in their Annual Statistical Reports 2012 to 2017, New York Department of Motor Vehicles, and discussions with U.S. boat builders/manufacturers, and TOURIS**TICS**

EXHIBIT 23 PROJECTED GROWTH BY DRAFT OF BOATS REGISTERED IN NEW YORK (2018 to 2033)

Draft[1]	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028
Under 2 feet	203,540	204,110	204,690	205,270	205,850	206,430	207,050	207,650	208,250	208,860	209,470
2 ft. to less than 3 feet	181,360	181,700	182,030	182,370	182,710	183,060	183,400	183,750	184,110	184,460	184,820
3 ft. to less than 4 feet	54,610	54,790	54,970	55,150	55,340	55,530	55,710	55,900	56,090	56,280	56,470
4 ft. to less than 5 feet	11,480	11,740	12,010	12,280	12,550	12,840	13,120	13,420	13,730	14,040	14,360
5 ft. to less than 6 feet	1,130	1,180	1,240	1,290	1,350	1,410	1,470	1,540	1,610	1,680	1,750
6 ft. +	490	510	520	540	560	580	600	610	630	650	670
Total	452,610	454,030	455,460	456,900	458,360	459,850	461,350	462,870	464,420	465,970	467,540

Draft[1]	2029	2030	2031	2032	2033
Under 2 feet	210,080	210,700	211,320	211,950	212,570
2 ft. to less than 3 feet	185,180	185,550	185,910	186,280	186,650
3 ft. to less than 4 feet	56,660	56,850	57,050	57,240	57,440
4 ft. to less than 5 feet	14,690	15,020	15,360	15,710	16,070
5 ft. to less than 6 feet	1,830	1,910	2,000	2,090	2,190
6 ft. +	700	730	750	780	810
Total	469,140	470,760	472,390	474,050	475,730

[1] Under 2 feet (under 0.61 metres); 2 ft. to less than 3 feet (0.61 m. to less than 0.91 metres); 3 ft. to less than 4 feet (0.91 m. to less than 1.22 metres); 4 ft. to less than 5 feet (1.22 m. to less than 1.52 metres); 5 ft. to less than 6 feet (1.52 m. to less than 1.83 metres); 6 ft. + (1.83 m. +)

Source: Data from U.S. Coast Guard compiled by National Marine Manufacturers Association in their Annual Statistical Reports 2012 to 2017, New York Department of Motor Vehicles, and discussions with U.S. boat builders/manufacturers, and TOURIS**TICS**

EXHIBIT 24 PROJECTED GROWTH BY TYPE OF BOATS REGISTERED IN NEW YORK (2018 to 2033)

Type	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028
Outboard boats	298,570	299,650	300,740	301,830	302,920	304,010	305,110	306,220	307,330	308,430	309,540
Inboard boats	40,180	40,900	41,630	42,370	43,130	43,900	44,680	45,470	46,290	47,110	47,950
Sterndrive boats	58,330	58,050	57,770	57,490	57,210	56,940	56,670	56,400	56,130	55,860	55,590
Sailboats	55,530	55,430	55,320	55,210	55,100	55,000	54,890	54,780	54,670	54,570	54,460
Total	452,610	454,030	455,460	456,900	458,360	459,850	461,350	462,870	464,420	465,970	467,540

Type	2029	2030	2031	2032	2033
Outboard boats	310,660	311,780	312,890	314,020	315,160
Inboard boats	48,800	49,670	50,560	51,460	52,380
Sterndrive boats	55,330	55,070	54,800	54,540	54,270
Sailboats	54,350	54,240	54,140	54,030	53,920
Total	469,140	470,760	472,390	474,050	475,730

Source: Data from U.S. Coast Guard compiled by National Marine Manufacturers Association in their Annual Statistical Reports 2012 to 2017, New York Department of Motor Vehicles, and discussions with U.S. boat builders/manufacturers, and TOURIS**TICS**

EXHIBIT 25 SELECTED SOCIO-DEMOGRAPHIC CHARACTERISTICS OF RESIDENTS WITHIN COBOURG HARBOUR SEASONAL BOATER MAJOR MARKET AREA

	Town of Cobourg	Northumberland County[1]	Durham & Peterborough[2]	Toronto, York & Peel[3]	Overall Seasonal Boater Market Area	Ontario
Population[4]						
2016	19,440 (+5.0%)[5]	85,598 (+4.2%)[5]	748,098 (+0.7%)[5]	8,419,688 (+6.4%)[5]	9,272,824 (+5.9%)[5]	13,448,494 (+4.6%)[5]
2011	18,519	82,126	743,052	7,912,397	8,756,094	12,851,821
Age						
Males	8,995	41,990	381,445	4,096,210	4,528,640	6,559,390
0 to 15	1,355	6,260	74,700	792,385	874,700	1,214,965
16 to 24	850	4,055	47,235	522,855	574,995	791,200
25 to 34	830 (9.2%)[6]	3,845 (9.2%)[6]	45,815 (12.0%)[6]	562,270 (13.7%)[6]	612,760 (13.5%)[6]	857,145 (13.1%)[6]
35 to 44	825 (9.2%)	4,175 (9.9%)	47,375 (12.4%)	544,075 (13.3%)	596,450 (13.2%)	821,365 (12.5%)
45 to 54	1,105 (12.3%)	5,885 (14.0%)	57,645 (15.1%)	625,970 (15.3%)	690,605 (15.2%)	970,275 (14.8%)
55 to 64	1,460	7,370	52,775	510,540	572,145	888,785
65+	2,570	10,400	55,445	538,115	606,530	1,015,655
Female	10,445	43,615	402,655	4,323,480	4,780,195	6,889,110
0 to 15	1,285	5,980	71,470	750,070	828,805	1,155,340
16 to 24	810	3,730	45,225	492,570	542,335	752,525
25 to 34	890 (8.5%)[6]	3,655 (8.4%)[6]	47,130 (11.7%)[6]	590,465 (13.7%)[6]	642,140 (13.4%)[6]	881,975 (12.8%)[6]
35 to 44	930 (8.9%)	4,260 (9.8%)	51,780 (12.9%)	617,105 (14.3%)	674,075 (14.1%)	893,000 (13.0%)
45 to 54	1,290 (12.4%)	6,360 (14.6%)	62,520 (15.5%)	668,505 (15.5%)	738,675 (15.5%)	1,023,450 (14.9%)
55 to 64	1,710	7,775	56,095	545,555	611,135	946,820
65+	3,530	11,855	68,435	659,210	743,030	1,236,000
Education						
Total Population 15 Years and over by Highest Level of School	16,280	72,045	638,730	6,904,040	7,631,095	11,038,440
Non-High School Grad	2,775	13,215	104,500	1,132,800	1,253,290	1,935,355
High School Grad	5,285	22,220	189,855	1,811,455	2,028,815	3,026,100
Some University	275 (1.7%)[6]	1,325 (1.8%)[6]	12,335 (1.9%)[6]	190,865 (2.8%)[6]	204,800 (2.7%)[6]	242,005 (2.2%)[6]
University Grad	2,930 (18.0%)	10,615 (14.7%)	126,550 (19.8%)	2,253,275 (32.6%)	2,393,370 (31.4%)	2,872,085 (26.0%)
College Grad	3,915	18,270	161,840	1,206,425	1,390,450	2,298,715
All Others	1,100	6,400	43,650	309,220	360,370	644,180

EXHIBIT 25 SELECTED SOCIO-DEMOGRAPHIC CHARACTERISTICS OF RESIDENTS WITHIN COBOURG HARBOUR SEASONAL BOATER MAJOR MARKET AREA (Continued)

	Town of Cobourg	Northumberland County[1]	Durham & Peterborough[2]	Toronto, York & Peel[3]	Overall Seasonal Boater Market Area	Ontario
Occupation						
Total Labour Force 15 Years and over by Occupation (in applicable categories)	8,385	40,880	410,380	4,465,660	4,925,305	6,970,625
Professional/ Managerial/ Administrative	4,285 (51.1%)[6]	20,105 (49.2%)[6]	227,245 (55.4%)[6]	2,641,420 (59.1%)[6]	2,893,055 (58.7%)[6]	3,935,860 (56.5%)[6]
Sales and Service	2,280	9,445	97,980	1,039,685	1,149,390	1,632,085
Skilled Labour	1,700 (20.3%)	10,275 (25.1%)	78,860 (19.2%)	749,190 (16.8%)	840,025 (17.1%)	1,289,275 (18.3%)
Non Skilled Labour	120	1,055	6,295	35,365	42,835	113,405
Number of Households						
2016	8,650	35,670	285,655	2,923,175	3,253,150	5,169,175
Median Household Income						
2015	$64,328 (-13.4%)[7]	$70,208 (-5.5%)[7]	$84,700 (+14.0%)[7]	$81,656 (+9.9%)[7]	$81,752 (+10.1%)[7]	$74,287
Total Household Income						
Under $20,000	710 (8.2%)[8]	2,700 (7.6%)[8]	17,975 (6.3%)[8]	254,420 (8.7%)[8]	275,805 (8.5%)[8]	476,605 (9.2%)[8]
$20,000 to $39,999	1,660 (19.2%)	5,955 (16.7%)	37,385 (13.1%)	396,020 (13.5%)	441,020 (13.6%)	799,980 (15.5%)
$40,000 to $74,999	2,675 (30.9%)	10,475 (29.4%)	70,325 (24.6%)	693,225 (23.7%)	776,700 (23.9%)	1,328,905 (25.7%)
$75,000 to $99,999	1,350 (15.6%)	5,865 (16.4%)	44,400 (15.5%)	419,055 (14.3%)	470,670 (14.5%)	759,730 (14.7%)
$100,000+	2,255 (26.1%)	10,675 (29.9%)	115,570 (40.5%)	1,160,455 (39.7%)	1,288,955 (39.6%)	1,803,955 (34.9%)

[1] 73 percent of seasonal boaters at Cobourg Marina from 2015 to 2017 were from Cobourg and Northumberland County
[2] 13 percent of seasonal boaters at Cobourg Marina from 2015 to 2017 were from Durham Region and Peterborough County
[3] 7.5 percent of seasonal boaters at Cobourg Marina from 2015 to 2017 were from the Metropolitan Toronto and York and Peel Regions
[4] Population is population in private households
[5] Percentage above (+) or below (-) that of 2011
[6] Percentage of population falling into specified category
[7] Percentage above (+) or below (-) that for population of Ontario
[8] Percentage of households falling into specified category

Source: Statistics Canada, 2011, 2017 Census Population, National Household Survey (NHS)

Note: The breakdown of the socio-demographic characteristics reflect those found in Figure 8, Section 4

EXHIBIT 26 POPULATION PROJECTIONS FOR NORTHUMBERLAND COUNTY THE AREA WITH HIGHEST POTENTIAL FOR RECREATIONAL BOATING AT COBOURG HARBOUR AND MARINA BY AGE AND GENDER CATERGORIES

Age	2017	2017	2017	2018	2018	2018	2019	2019	2019	2020	2020	2020
	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female
0 to 15	11,954	6,094	5,860	11,939	6,092	5,847	11,966	6,092	5,874	12,010	6,117	5,893
16 to 24	8,437	4,266	4,171	8,299	4,216	4,083	8,094	4,135	3,959	7,897	4,036	3,861
25 to 34	8,251	4,141	4,110	8,345	4,177	4,168	8,461	4,235	4,226	8,567	4,304	4,263
35 to 44	7,935	3,927	4,008	7,931	3,886	4,045	7,917	3,860	4,057	7,914	3,849	4,065
45 to 54	12,494	6,205	6,289	12,011	5,995	6,016	11,483	5,744	5,739	11,038	5,497	5,541
55 to 64	15,294	7,492	7,802	15,667	7,646	8,021	16,092	7,860	8,232	16,362	8,004	8,358
65+	23,236	10,862	12,374	24,094	11,261	12,833	24,929	11,620	13,309	25,779	11,996	13,783
Total	87,601	42,987	44,614	88,286	43,273	45,013	88,942	43,546	45,396	89,567	43,803	45,764
25+	**67,210**	**32,627**	**34,583**	**68,048**	**32,965**	**35,083**	**68,882**	**33,319**	**35,563**	**69,660**	**33,650**	**36,010**
Age	**2021**	**2021**	**2021**	**2022**	**2022**	**2022**	**2023**	**2023**	**2023**	**2024**	**2024**	**2024**
	Total	**Male**	**Female**	**Total**	**Male**	**Female**	**Total**	**Male**	**Female**	**Total**	**Male**	**Female**
0 to 15	12,043	6,141	5,902	12,128	6,178	5,950	12,197	6,213	5,984	12,238	6,237	6,001
16 to 24	7,715	3,930	3,785	7,561	3,865	3,696	7,454	3,808	3,646	7,418	3,791	3,627
25 to 34	8,622	4,346	4,276	8,617	4,338	4,279	8,615	4,327	4,288	8,539	4,277	4,262
35 to 44	7,987	3,887	4,100	8,065	3,932	4,133	8,134	3,980	4,154	8,219	4,026	4,193
45 to 54	10,718	5,303	5,415	10,499	5,185	5,314	10,307	5,063	5,244	10,172	4,994	5,178
55 to 64	16,452	8,097	8,355	16,364	8,067	8,297	16,215	7,999	8,216	15,965	7,837	8,128
65+	26,660	12,362	14,298	27,593	12,765	14,828	28,533	13,202	15,331	29,529	13,694	15,835
Total	90,197	44,066	46,131	90,827	44,330	46,497	91,455	44,592	46,863	92,080	44,856	47,224
25+	**70,439**	**33,995**	**36,444**	**71,138**	**34,287**	**36,851**	**71,804**	**34,571**	**37,233**	**72,424**	**34,828**	**37,596**
Age	**2025**	**2025**	**2025**	**2026**	**2026**	**2026**	**2027**	**2027**	**2027**	**2028**	**2028**	**2028**
	Total	**Male**	**Female**	**Total**	**Male**	**Female**	**Total**	**Male**	**Female**	**Total**	**Male**	**Female**
0 to 15	12,280	6,253	6,027	12,335	6,287	6,048	12,395	6,324	6,071	12,466	6,363	6,103
16 to 24	7,387	3,770	3,617	7,370	3,750	3,620	7,333	3,728	3,605	7,307	3,705	3,602
25 to 34	8,447	4,237	4,210	8,301	4,168	4,133	8,135	4,090	4,045	7,976	4,031	3,945
35 to 44	8,327	4,078	4,249	8,455	4,139	4,316	8,628	4,218	4,410	8,723	4,261	4,462
45 to 54	10,024	4,913	5,111	9,854	4,826	5,028	9,796	4,784	5,012	9,818	4,764	5,054
55 to 64	15,688	7,673	8,015	15,352	7,525	7,827	14,848	7,293	7,555	14,345	7,064	7,281
65+	30,544	14,191	16,353	31,637	14,679	16,958	32,766	15,187	17,579	33,850	15,683	18,167
Total	92,697	45,115	47,582	93,304	45,374	47,930	93,901	45,624	48,277	94,485	45,871	48,614
25+	**73,030**	**35,092**	**37,938**	**73,599**	**35,337**	**38,262**	**74,173**	**35,572**	**38,601**	**74,712**	**35,803**	**38,909**

EXHIBIT 26 POPULATION PROJECTIONS FOR NORTHUMBERLAND COUNTY THE AREA WITH HIGHEST POTENTIAL FOR RECREATIONAL BOATING AT COBOURG HARBOUR AND MARINA BY AGE AND GENDER CATERGORIES (Continued)

Age	**2029 Total**	**2029 Male**	**2029 Female**	**2030 Total**	**2030 Male**	**2030 Female**	**2031 Total**	**2031 Male**	**2031 Female**	**2032 Total**	**2032 Male**	**2032 Female**
0 to 15	12,525	6,397	6,128	12,570	6,425	6,145	12,597	6,443	6,154	12,589	6,440	6,149
16 to 24	7,296	3,699	3,597	7,285	3,694	3,591	7,309	3,699	3,610	7,346	3,719	3,627
25 to 34	7,810	3,949	3,861	7,663	3,694	3,591	7,498	3,789	3,709	7,411	3,745	3,666
35 to 44	8,824	4,314	4,510	8,922	4,375	4,547	8,975	4,411	4,564	8,979	4,415	4,564
45 to 54	9,849	4,764	5,085	9,888	4,778	5,110	9,997	4,832	5,165	10,110	4,890	5,220
55 to 64	13,805	6,804	7,001	13,367	6,565	6,802	13,061	6,382	6,679	12,864	6,277	6,587
65+	34,947	16,189	18,758	35,916	16,647	19,269	36,714	17,031	19,683	37,375	17,327	20,048
Total	95,056	46,116	48,940	95,611	46,178	49,055	96,151	46,587	49,564	96,674	46,813	49,861
25+	**75,235**	**36,020**	**39,215**	**75,756**	**36,059**	**39,319**	**76,245**	**36,445**	**39,800**	**76,739**	**36,654**	**40,085**

Age	**2033 Total**	**2033 Male**	**2033 Female**
0 to 15	12,567	6,430	6,137
16 to 24	7,374	3,737	3,637
25 to 34	7,370	3,722	3,648
35 to 44	8,976	4,408	4,568
45 to 54	10,225	4,955	5,270
55 to 64	12,697	6,172	6,525
65+	37,972	17,613	20,359
Total	97,181	47,037	50,144
25+	**77,240**	**36,870**	**40,370**

Note: An analysis of postal codes indicated that 73 percent of seasonal boaters at Cobourg Marina from 2015 to 2017 were from Northumberland County. This represents the highest potential area for continued seasonal boater use at Cobourg Marina.

Source: Ontario Ministry of Finance, Ontario Population Projections Update, 2016 - 2041, Spring 2017; based on Statistics Canada, 2011 Census data; TOURIS**TICS**

EXHIBIT 27 POPULATION PROJECTIONS FOR ONTARIO COUNTIES WITH GOOD POTENTIAL[1] FOR RECREATIONAL BOATING AT COBOURG HARBOUR AND MARINA BY AGE AND GENDER CATERGORIES

Age	2017	2017	2017	2018	2018	2018	2019	2019	2019	2020	2020	2020
	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female
0 to 15	143,831	73,535	70,296	145,257	74,182	71,075	147,026	75,063	71,963	148,653	75,936	72,717
16 to 24	97,483	49,833	47,650	95,770	49,138	46,632	93,956	48,275	45,681	92,557	47,514	45,043
25 to 34	106,343	52,940	53,403	108,810	54,177	54,633	111,024	55,342	55,682	112,690	56,205	56,485
35 to 44	102,793	49,641	53,152	103,603	50,008	53,595	104,851	50,582	54,269	106,264	51,342	54,922
45 to 54	120,346	58,916	61,430	117,463	57,351	60,112	114,511	55,843	58,668	112,464	54,713	57,751
55 to 64	116,414	57,115	59,299	120,310	59,080	61,230	123,735	60,781	62,954	126,151	62,045	64,106
65+	132,657	59,901	72,756	138,426	62,762	75,664	144,478	65,713	78,765	150,941	68,838	82,103
Total	819,867	401,881	417,986	829,639	406,698	422,941	839,581	411,599	427,982	849,720	416,593	433,127
25+	**578,553**	**278,513**	**300,040**	**588,612**	**283,378**	**305,234**	**598,599**	**288,261**	**310,338**	**608,510**	**293,143**	**315,367**

Age	2021	2021	2021	2022	2022	2022	2023	2023	2023	2024	2024	2024
	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female
0 to 15	150,558	76,900	73,658	152,608	77,931	74,677	154,430	78,947	75,483	156,281	79,920	76,361
16 to 24	91,316	46,883	44,433	90,670	46,504	44,166	90,733	46,487	44,246	91,082	46,690	44,392
25 to 34	114,094	56,911	57,183	114,995	57,540	57,455	115,462	57,839	57,623	115,215	57,712	57,503
35 to 44	108,082	52,378	55,704	110,002	53,343	56,659	112,032	54,347	57,685	114,634	55,726	58,908
45 to 54	111,075	53,956	57,119	110,513	53,690	56,823	110,544	53,631	56,913	110,738	53,647	57,091
55 to 64	127,496	62,671	64,825	127,535	62,534	65,001	126,912	62,124	64,788	125,825	61,496	64,329
65+	157,521	72,028	85,493	164,518	75,461	89,057	171,685	79,022	92,663	179,207	82,711	96,496
Total	860,142	421,727	438,415	870,841	427,003	443,838	881,798	432,397	449,401	892,982	437,902	455,080
25+	**618,268**	**297,944**	**320,324**	**627,563**	**302,568**	**324,995**	**636,635**	**306,963**	**329,672**	**645,619**	**311,292**	**334,327**

Age	2025	2025	2025	2026	2026	2026	2027	2027	2027	2028	2028	2028
	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female
0 to 15	158,315	80,991	77,324	160,332	82,087	78,245	162,608	83,300	79,308	164,953	84,514	80,439
16 to 24	91,484	46,882	44,602	92,380	47,314	45,066	93,092	47,579	45,513	93,903	47,964	45,939
25 to 34	114,304	57,289	57,015	113,182	56,748	56,434	112,022	56,287	55,735	110,804	55,767	55,037
35 to 44	117,492	57,266	60,226	120,225	58,687	61,538	123,062	60,199	62,863	125,580	61,479	64,101
45 to 54	111,136	53,739	57,397	111,615	53,925	57,690	112,649	54,259	58,390	114,018	54,891	59,127
55 to 64	124,541	60,698	63,843	122,814	59,723	63,091	120,670	58,649	62,021	118,219	57,316	60,903
65+	187,092	86,643	100,449	195,371	90,720	104,651	203,509	94,694	108,815	211,934	98,841	113,093
Total	904,364	443,508	460,856	915,919	449,204	466,715	927,612	454,967	472,645	939,411	460,772	478,639
25+	**654,565**	**315,635**	**338,930**	**663,207**	**319,803**	**343,404**	**671,912**	**324,088**	**347,824**	**680,555**	**328,294**	**352,261**

EXHIBIT 27 POPULATION PROJECTIONS FOR ONTARIO COUNTIES WITH GOOD POTENTIAL[1] FOR RECREATIONAL BOATING AT COBOURG HARBOUR AND MARINA BY AGE AND GENDER CATERGORIES (Continued)

Age	**2029 Total**	**2029 Male**	**2029 Female**	**2030 Total**	**2030 Male**	**2030 Female**	**2031 Total**	**2031 Male**	**2031 Female**	**2032 Total**	**2032 Male**	**2032 Female**
0 to 15	167,218	85,682	81,536	169,371	86,791	82,580	171,395	87,837	83,558	173,010	88,665	84,345
16 to 24	94,560	48,330	46,230	95,414	48,762	46,652	96,383	49,248	47,135	97,457	49,869	47,588
25 to 34	109,865	55,286	54,579	108,848	54,757	54,091	108,080	54,366	53,714	108,201	54,317	53,884
35 to 44	128,006	62,767	65,239	130,087	63,876	66,211	131,915	64,830	67,085	133,242	65,652	67,590
45 to 54	115,743	55,691	60,052	117,587	56,630	60,957	119,776	57,792	61,984	122,030	58,906	63,124
55 to 64	115,717	56,026	59,691	114,072	55,102	58,970	113,072	54,536	58,536	112,853	54,425	58,428
65+	220,180	102,840	117,340	227,843	106,574	121,269	234,570	109,775	124,795	240,392	112,454	127,938
Total	951,289	466,622	484,667	963,222	472,492	490,730	975,191	478,384	496,807	987,185	484,288	502,897
25+	**689,511**	**332,610**	**356,901**	**698,437**	**336,939**	**361,498**	**707,413**	**341,299**	**366,114**	**716,718**	**345,754**	**370,964**

Age	**2033 Total**	**2033 Male**	**2033 Female**
0 to 15	174,442	89,401	85,041
16 to 24	98,619	50,493	48,126
25 to 34	108,757	54,599	54,158
35 to 44	134,148	66,190	67,958
45 to 54	124,374	60,055	64,319
55 to 64	113,123	54,488	58,635
65+	245,733	114,980	130,753
Total	999,196	490,206	508,990
25+	**726,135**	**350,312**	**375,823**

[1] Includes Regional Municipality of Durham and Peterborough County

Note: An analysis of postal codes indicated that 13 percent of seasonal boaters at Cobourg Marina from 2015 to 2017 were from the Regional Municipality of Durham and Peterborough County. These two areas represent good potential for continued seasonal boater use at Cobourg Marina.

Source: Ontario Ministry of Finance, Ontario Population Projections Update, 2016 - 2041, Spring 2017; based on Statistics Canada, 2011 Census data; TOURIS**TICS**

EXHIBIT 28 POPULATION PROJECTIONS FOR ONTARIO COUNTIES WITH MODERATE POTENTIAL[1] FOR RECREATIONAL BOATING AT COBOURG HARBOUR AND MARINA BY AGE AND GENDER CATERGORIES

Age	2017 Total	2017 Male	2017 Female	2018 Total	2018 Male	2018 Female	2019 Total	2019 Male	2019 Female	2020 Total	2020 Male	2020 Female
0 to 15	1,106,626	567,732	538,894	1,123,341	576,335	547,006	1,140,274	585,219	555,055	1,156,870	593,657	563,213
16 to 24	785,446	404,873	380,573	781,657	403,543	378,114	776,921	401,028	375,893	771,221	398,243	372,978
25 to 34	1,001,384	487,199	514,185	1,017,161	495,562	521,599	1,032,842	504,426	528,416	1,048,290	513,371	534,919
35 to 44	934,843	450,504	484,339	954,501	460,183	494,318	973,747	469,636	504,111	992,351	478,874	513,477
45 to 54	943,523	465,299	478,224	934,033	459,062	474,971	925,111	453,092	472,019	920,054	448,938	471,116
55 to 64	828,233	404,562	423,671	855,217	418,861	436,356	878,944	431,379	447,565	896,689	440,783	455,906
65+	976,120	435,116	541,004	1,015,114	453,724	561,390	1,056,174	473,509	582,665	1,100,528	494,939	605,589
Total	6,576,175	3,215,285	3,360,890	6,681,024	3,267,270	3,413,754	6,784,013	3,318,289	3,465,724	6,886,003	3,368,805	3,517,198
25+	**3,980,522**	**1,903,395**	**2,077,127**	**4,058,911**	**1,941,548**	**2,117,363**	**4,136,891**	**1,979,884**	**2,157,007**	**4,215,276**	**2,018,489**	**2,196,787**

Age	2021 Total	2021 Male	2021 Female	2022 Total	2022 Male	2022 Female	2023 Total	2023 Male	2023 Female	2024 Total	2024 Male	2024 Female
0 to 15	1,173,984	602,422	571,562	1,191,343	611,372	579,971	1,208,004	619,987	588,017	1,224,409	628,591	595,818
16 to 24	767,138	396,369	370,769	766,961	396,451	370,510	770,641	398,420	372,221	777,673	401,985	375,688
25 to 34	1,061,670	521,252	540,418	1,071,300	527,110	544,190	1,077,624	531,375	546,249	1,078,242	532,863	545,379
35 to 44	1,011,210	487,902	523,308	1,030,600	497,572	533,028	1,050,230	507,266	542,964	1,070,486	517,248	553,238
45 to 54	919,915	447,473	472,442	924,383	448,802	475,581	928,129	449,838	478,291	933,365	451,718	481,647
55 to 64	908,254	446,912	461,342	913,184	448,922	464,262	917,121	450,389	466,732	920,606	451,395	469,211
65+	1,145,802	516,995	628,807	1,192,113	539,595	652,518	1,239,947	562,990	676,957	1,288,524	586,815	701,709
Total	6,987,973	3,419,325	3,568,648	7,089,884	3,469,824	3,620,060	7,191,696	3,520,265	3,671,431	7,293,305	3,570,615	3,722,690
25+	**4,292,013**	**2,056,062**	**2,235,951**	**4,365,056**	**2,091,833**	**2,273,223**	**4,435,320**	**2,126,213**	**2,309,107**	**4,502,647**	**2,159,006**	**2,343,641**

Age	2025 Total	2025 Male	2025 Female	2026 Total	2026 Male	2026 Female	2027 Total	2027 Male	2027 Female	2028 Total	2028 Male	2028 Female
0 to 15	1,242,136	637,724	604,412	1,260,660	647,323	613,337	1,279,962	657,233	622,729	1,298,129	666,544	631,585
16 to 24	783,404	404,751	378,653	790,481	408,275	382,206	798,187	412,334	385,853	806,661	416,945	389,716
25 to 34	1,076,339	533,278	543,061	1,073,062	532,667	540,395	1,069,022	531,570	537,452	1,065,091	529,926	535,165
35 to 44	1,091,039	527,287	563,752	1,108,284	535,837	572,447	1,125,237	544,502	580,735	1,140,029	552,231	587,798
45 to 54	941,646	455,329	486,317	951,916	459,934	488,290	965,891	466,324	499,567	983,470	474,921	508,549
55 to 64	920,007	450,503	469,504	918,818	449,115	469,703	914,686	445,914	468,772	906,055	440,315	465,740
65+	1,340,051	611,942	728,109	1,392,544	637,752	754,792	1,443,624	662,944	780,680	1,497,581	689,620	807,961
Total	7,394,622	3,620,814	3,773,808	7,495,765	3,670,903	3,821,170	7,596,609	3,720,821	3,875,788	7,697,016	3,770,502	3,926,514
25+	**4,569,969**	**2,192,106**	**2,377,863**	**4,635,272**	**2,224,096**	**2,411,176**	**4,699,020**	**2,255,130**	**2,443,890**	**4,762,547**	**2,285,935**	**2,476,612**

EXHIBIT 28 POPULATION PROJECTIONS FOR ONTARIO COUNTIES WITH MODERATE POTENTIAL[1] FOR RECREATIONAL BOATING AT COBOURG HARBOUR AND MARINA BY AGE AND GENDER CATERGORIES (Continued)

Age	2029 Total	2029 Male	2029 Female	2030 Total	2030 Male	2030 Female	2031 Total	2031 Male	2031 Female	2032 Total	2032 Male	2032 Female
0 to 15	1,315,651	675,511	640,140	1,332,274	684,035	648,239	1,347,861	692,041	655,820	1,360,983	698,782	662,201
16 to 24	814,577	421,046	393,531	823,082	425,493	397,589	831,875	430,128	401,747	841,464	435,225	406,239
25 to 34	1,061,826	528,409	533,417	1,057,323	526,083	531,240	1,054,946	524,908	530,038	1,057,522	526,209	531,313
35 to 44	1,155,070	560,538	594,532	1,170,006	568,991	601,015	1,182,870	576,378	606,492	1,192,193	581,869	610,324
45 to 54	1,001,191	483,608	517,583	1,018,705	492,308	526,397	1,036,677	500,941	535,736	1,055,127	510,134	544,993
55 to 64	898,026	434,991	463,035	893,737	431,434	462,303	893,949	430,295	463,654	898,429	431,720	466,709
65+	1,550,512	715,769	834,743	1,600,869	740,538	860,331	1,646,166	762,786	883,380	1,686,115	781,697	904,418
Total	7,796,853	3,819,872	3,976,981	7,895,996	3,868,882	4,027,114	7,994,344	3,917,477	4,076,867	8,091,833	3,965,636	4,126,197
25+	**4,826,577**	**2,317,165**	**2,509,412**	**4,890,441**	**2,348,230**	**2,542,211**	**4,954,411**	**2,379,368**	**2,575,043**	**5,018,875**	**2,410,657**	**2,608,218**

Age	2033 Total	2033 Male	2033 Female
0 to 15	1,372,759	704,825	667,934
16 to 24	851,270	440,522	410,748
25 to 34	1,063,318	529,025	534,293
35 to 44	1,198,665	585,963	612,702
45 to 54	1,073,838	519,373	554,465
55 to 64	902,363	432,932	469,431
65+	1,726,178	800,687	925,491
Total	8,188,391	4,013,327	4,175,064
25+	**5,083,443**	**2,441,994**	**2,641,449**

[1] Includes Metropolitan Toronto, and York, and Peel Regions

Note: An analysis of postal codes indicated that 7.5 percent of seasonal boaters at Cobourg Marina from 2015 to 2017 were from Metropolitan Toronto, and York, and Peel Regions. These four area represent moderate potential for continued seasonal boater use at Cobourg Marina.

Source: Ontario Ministry of Finance, Ontario Population Projections Update, 2016 - 2041, Spring 2017; based on Statistics Canada, 2011 Census data; TOURIS**TICS**

EXHIBIT 29 POPULATION PROJECTIONS FOR ONTARIO BY AGE AND GENDER CATERGORIES IMPORTANT TO RECREATIONAL BOATING

Age	2017	2017	2017	2018	2018	2018	2019	2019	2019	2020	2020	2020
	Total	**Male**	**Female**	**Total**	**Male**	**Female**	**Total**	**Male**	**Female**	**Total**	**Male**	**Female**
0 to 15	2,333,586	1,228,604	1,104,982	2,356,623	1,240,108	1,116,515	2,379,304	1,251,549	1,127,754	2,403,806	1,264,041	1,139,765
16 to 24	1,693,292	831,370	844,893	1,676,263	831,370	844,893	1,660,408	823,747	836,662	1,641,871	814,168	827,703
25 to 34	1,951,494	961,551	989,943	1,983,027	978,339	1,004,688	2,012,131	994,519	1,017,612	2,038,607	1,009,735	1,028,607
35 to 44	1,831,028	892,360	938,668	1,855,720	903,663	952,057	1,882,639	916,444	966,195	1,909,452	929,500	979,952
45 to 54	2,008,663	996,039	1,012,624	1,971,607	975,193	996,414	1,933,758	953,668	980,090	1,905,850	937,404	968,446
55 to 64	1,931,697	948,104	983,593	1,984,050	975,713	1,008,337	2,029,440	999,901	1,029,539	2,061,366	1,016,637	1,044,729
65+	2,380,499	1,074,294	1,306,205	2,469,885	1,117,528	1,352,357	2,563,900	1,162,802	1,401,098	2,663,643	1,211,134	1,452,509
Total	14,130,259	6,939,914	7,190,345	14,297,175	7,021,914	7,275,261	14,461,580	7,102,630	7,358,950	14,624,595	7,182,619	7,441,976
25+	**10,103,381**	**4,872,348**	**5,231,033**	**10,264,289**	**4,950,436**	**5,313,853**	**10,421,868**	**5,027,334**	**5,394,534**	**10,578,918**	**5,104,410**	**5,474,243**

Age	2021	2021	2021	2022	2022	2022	2023	2023	2023	2024	2024	2024
	Total	**Male**	**Female**	**Total**	**Male**	**Female**	**Total**	**Male**	**Female**	**Total**	**Male**	**Female**
0 to 15	2,429,507	1,277,501	1,152,007	2,454,235	1,290,853	1,163,381	2,478,551	1,303,990	1,174,561	2,504,725	1,317,820	1,186,905
16 to 24	1,627,624	806,791	820,832	1,624,258	804,589	819,670	1,627,087	805,557	821,530	1,663,661	808,650	825,011
25 to 34	2,059,640	1,022,015	1,037,625	2,072,877	1,030,289	1,042,588	2,080,790	1,035,930	1,044,860	2,077,156	1,035,593	1,041,563
35 to 44	1,939,548	943,928	995,620	1,970,289	959,028	1,011,261	2,002,206	974,556	1,027,650	2,038,232	992,589	1,045,643
45 to 54	1,890,375	927,106	963,269	1,886,584	923,581	963,003	1,884,845	921,099	963,746	1,885,288	919,781	965,507
55 to 64	2,077,829	1,025,861	1,051,968	2,076,298	1,024,595	1,051,703	2,068,692	1,020,109	1,048,583	2,058,821	1,014,163	1,044,658
65+	2,763,965	1,259,904	1,504,061	2,868,592	1,311,033	1,557,559	2,976,167	1,363,879	1,612,288	3,085,891	1,417,791	1,668,100
Total	14,788,488	7,263,106	7,525,382	14,953,133	7,343,968	7,609,165	15,118,338	7,425,120	7,693,218	15,283,774	7,506,387	7,777,387
25+	**10,731,357**	**5,178,814**	**5,552,543**	**10,874,640**	**5,248,526**	**5,626,114**	**11,012,700**	**5,315,573**	**5,697,127**	**11,145,388**	**5,379,917**	**5,765,471**

Age	2025	2025	2025	2026	2026	2026	2027	2027	2027	2028	2028	2028
	Total	**Male**	**Female**	**Total**	**Male**	**Female**	**Total**	**Male**	**Female**	**Total**	**Male**	**Female**
0 to 15	2,532,128	1,332,526	1,199,602	2,561,350	1,347,735	1,213,615	2,590,502	1,362,768	1,227,733	2,617,956	1,376,888	1,241,069
16 to 24	1,640,333	811,077	829,256	1,650,294	815,886	834,408	1,661,965	821,938	840,028	1,675,794	829,160	846,633
25 to 34	2,065,339	1,031,614	1,033,725	2,049,346	1,024,796	1,024,550	2,032,347	1,017,356	1,014,991	2,015,718	1,009,579	2,015,718
35 to 44	2,077,572	1,012,024	1,065,548	2,112,861	1,029,863	1,082,998	2,148,644	1,048,555	1,100,089	2,179,004	1,064,554	1,114,450
45 to 54	1,889,743	920,917	968,826	1,897,105	923,715	973,390	1,913,264	939,216	983,048	1,937,660	941,389	996,271
55 to 64	2,043,436	1,005,388	1,038,048	2,024,727	994,773	1,029,954	1,998,738	980,209	1,018,529	1,964,195	960,974	1,003,221
65+	3,200,582	1,474,043	1,726,539	3,318,699	1,531,974	1,786,725	3,433,720	1,588,604	1,845,116	3,552,872	1,647,619	1,905,253
Total	15,449,133	7,587,589	7,861,544	15,614,382	7,668,742	7,945,640	15,779,180	7,749,646	8,029,534	15,943,199	7,830,163	8,113,036
25+	**11,276,672**	**5,443,986**	**5,832,686**	**11,402,738**	**5,505,121**	**5,897,617**	**11,526,713**	**5,573,940**	**5,961,773**	**11,649,449**	**5,624,115**	**7,034,913**

EXHIBIT 29 POPULATION PROJECTIONS FOR ONTARIO BY AGE AND GENDER CATERGORIES IMPORTANT TO RECREATIONAL BOATING (Continued)

Age	2029 Total	2029 Male	2029 Female	2030 Total	2030 Male	2030 Female	2031 Total	2031 Male	2031 Female	2032 Total	2032 Male	2032 Female
0 to 15	2,643,670	1,390,257	1,253,413	2,667,530	1,402,803	1,264,727	2,688,022	1,413,791	1,274,231	2,706,142	1.423,646	1,282,496
16 to 24	1,688,300	835,355	852,945	1,702,765	842,591	860,174	1,718,984	850,670	868,314	1,734,182	858,363	875,819
25 to 34	2,002,185	1,003,046	999,139	1,986,383	994,729	991,654	1,975,601	989,174	986,427	1,976,022	989,097	986,925
35 to 44	2,208,157	1,080,579	1,127,578	2,235,551	1,096,055	1,139,496	2,257,711	1,108,726	1,148,985	2,272,399	1,117,558	1,154,841
45 to 54	1,964,787	954,295	1,010,492	1,992,215	967,686	1,024,529	2,022,872	982,407	1,040,465	2,054,210	997,806	1,056,404
55 to 64	1,929,262	941,261	988,001	1,904,131	926,678	977,453	1,890,905	917,753	973,152	1,888,789	915,246	973,543
65+	3,669,795	1,705,320	1,964,475	3,779,242	1,758,864	2,020,378	3,873,922	1,805,431	2,068,491	3,954,936	1,844,045	2,110,891
Total	16,106,156	7,910,113	8,196,043	16,267,817	7,989,406	8,278,411	16,428,017	8,067,952	8,360,065	16,586,680	8,145,761	8,440,919
25+	**11,774,186**	**5,684,501**	**6,089,685**	**11,897,522**	**5,744,012**	**6,153,510**	**12,021,011**	**5,803,491**	**6,217,520**	**12,146,356**	**5,863,752**	**6,282,604**

Age	2033 Total	2033 Male	2033 Female
0 to 15	2,721,755	1,432,237	1,289,518
16 to 24	1,749,528	866,014	883,514
25 to 34	1,982,888	992,396	990,492
35 to 44	2,281,980	1,123,866	1,158,114
45 to 54	2,086,745	1,013,651	1,073,094
55 to 64	1,888,635	913,704	974,931
65+	4,032,180	1,880,909	2,151,271
Total	16,743,711	8,222,777	8,520,934
25+	**12,272,428**	**5,924,526**	**6,347,902**

Source: Ontario Ministry of Finance, Ontario Population Projections Update, 2016 - 2041, Spring 2017; based on Statistics Canada, 2011 Census data; TOURIS**TICS**

EXHIBIT 30 SUMMARY OF COBOURG MARINA'S REVENUES AND EXPENDITURES 2010 TO 2016

	2016	2015	2014	2013	2012	2011	2010
Revenue							
Transient Slips	$154,560	$129,400	$125,540	$138,850	$130,620	$128,310	$139,890
Seasonal Slips	$272,010	$265,270	$266,610	$180,530	$165,180	$159,500	$169,480
Winter Storage	$31,800	$27,950	$56,870	$28,560	$33,300	$47,570	$18,270
Pump Out	$5,690	$5,380	$5,270	$4,250	$4,730	$4,050	$4,140
Fuel Dock	$176,410	$174,780	$181,400	$170,920	$186,450	$182,770	$158,490
Miscellaneous	$7,750	$7,780	$9,640	$7,765	$9,370	$8,270	$8,330
Launch Ramp	$4,110	$2,970	$2,860	$2,100	$$2,570	$2,140	$1,880
Lift-outs	$12,140	$13,850	$16,260	$14,470	$15,370	$14,080	$12,310
Beverage Revenue	$1,650	$1,500	$1,510	$1,930	$2,960	$3,150	$2,920
Advertising	$2,370	$1,780	$330	$2,610	$2,280	$2,610	$2,280
Finance Charges	$60	$90	$0	$0	$0	$0	$0
Reservation Fees	$3,820	$0	$0	$0	$0	$0	$0
Marina – Rent	$4,030	$0	$0	$0	$0	$0	$0
Total Revenues	**$676,420**	**$630,780**	**$666,300**	**$552,000**	**$552,830**	**$552,470**	**$518,020**
Expenditures							
Full Time Salaries & Wages	$158,420	$110,990	$129,550	$96,550	$108,220	$85,950	$83,300
Full Time Benefits	$46,900	$33,020	$38,600	$30,410	$32,500	$25,330	$23,430
Part Time Wages	$70,010	$109,950	$85,940	$71,420	$69,260	$68,020	$71,890
Part Time Benefits	$6,940	$19,040	$9,040	$6,930	$7,120	$6,300	$7,480
Clothing Allowance	$1,310	$920	$940	$890	$0	$570	$510
Office Supplies	$360	$640	$900	$1,000	$1,720	$260	$200
Internet Costs	$2,060	$810	$0	$0	$0	$0	$0
Telephone	$1,880	$1,900	$2,140	$1,700	$1,440	$1,380	$1,310
Advertising & Promotions	$2,000	$2,760	$2,930	$3,240	$3,360	$1,930	$2,060
Printing	$1,970	$1,430	$1,850	$500	$120	$0	$440
Postage	$540	$780	$0	$0	$0	$0	$0
Memberships & Subscriptions	$1,240	$800	$970	$800	$950	$290	$780
Training & Courses	$5,270	$360	$4,080	$4,970	$0	$0	$0
Travel Expense	$1,280	$1,110	$1,370	$550	$250	$$390	$380
Conferences & Conventions	$1,510	$810	$810	$1,390	$0	$20	$0
Ice Purchase	$3,430	$2,480	$2,780	$3,170	$4,210	$4,070	$3,680
Beverage Purchase	$0	$0	$1,490	$1,790	$2,180	$2,160	$2,450
Heat	$3,850	$4,700	$4,720	$4,220	$3,800	$4,630	$4,750
Utilities	$25,360	$25,160	$23,060	$21,010	$19,520	$20,670	$20,810
Building Maintenance	$5,480	$9,070	$6,790	$8,310	$8,070	$11,690	$6,620
Cleaning & Cleaning Supplies	$5,540	$6,180	$5,170	$4,440	$6,650	$4,790	$5,300
Dock Repair & Maintenance	$22,190	$31,100	$37,700	$25,070	$16,210	$13,760	$29,000
Marina - Dredge Harbour	$50,000	$0	$0	$0	$0	$0	$0
Property Improvements	$0	$0	$0	$8,780	$0	$0	$0
Fuel Purchases	$148,060	$148,960	$163,770	$126,530	$163,160	$173,500	$131,400
Other Equipment Purchases	$2,680	$2,540	$4,610	$2,080	$2,130	$1,730	$3,330
Other Equipment Repair	$5,640	$14,660	$11,750	$14,580	$8,280	$7,340	$390
Small Equipment Repair	$540	$340	$1,670	$1,690	$1,460	$1,510	$1,490
Consumable Supplies	$1,300	$1,700	$0	$0	$0	$0	$0
Bank Service Fees	$13,310	$11,950	$11,800	$10,600	$13,780	$12,000	$11,760
Recoveries	$0	($20,610)	($19,790)	($7,680)	($6,230)	($7,120)	(3,830)
Liability Insurance	$8,270	$8,050	$7,450	$7,230	$6,770	$5,950	$5,500
Garbage Removal	$2,020	$6,030	$5,820	$8,790	$5,370	$6,070	$5,550
Security Contract	$6,750	$6,410	$6,640	$5,200	$5,890	$4,590	$4,440
Contracts	$1,990	$1,980	$1,350	$1,730	$0	$0	$2,400
Contracts Lift-out/Lift-in	$10,100	$14,060	$12,500	$13,000	$14,000	$13,760	$11,810
Special Project	$0	$0	$0	$4,700	$3,490	$0	$0
Special Project - WiFi	$0	$7,650	($740)	$3,180	$0	$0	$0
Special Project - MgtSoftware	$0	$4,570	$0	$0	$0	$0	$0
Special Project - Surveillance	$9,890	$0	$0	$0	$0	$0	$0
Payment in Lieu of Taxes	$3,030	$0	$0	$0	$0	$0	$0
Total Expenditures	**$631,120**	**$572,330**	**$567,700**	**$488,810**	**$503,720**	**$471,550**	**$438,640**
Profit (Loss)	**$45,300**	**$58,460**	**$98,600**	**$63,190**	**$49,120**	**$80,920**	**$79,370**

Source: Town of Cobourg Financial Records

EXHIBIT 31A CAPITAL COST RELATED TO REPLACEMENT OF MARINA FACILITIES

Facility	Total Replacement Cost ($2018)	Annual Capital in Year Shown									
		2018	2019	2020	2021	2022	2023	2024	2025	2026	2027
Boat Launch Ramp	$290,550										
Fuel Storage & Dispensing	$211,500				$10,610						
Dock A	$288,400			$43,700							
Dock B	$410,400		$60,180								
Dock C	$284,500					$291,720					
Dock D	$314,900				$318,260						
Dock E	$240,800						$249,300				
Dock F	$338,000										
Dock G	$321,000										
Total Cost	$2,700,050		$60,180	$43,700	$328,870	$291,720	$249,300				

EXHIBIT 31B CAPITAL COST RELATED TO REPLACEMENT OF MARINA FACILITIES (USING BLADDER SYSTEM TO EXTEND LIFE OF DOCKS)

Facility	Total Replacement Cost ($2018)	Annual Capital in Year Shown									
		2018	2019	2020	2021	2022	2023	2024	2025	2026	2027
Boat Launch Ramp	$290,550										
Fuel Storage & Dispensing	$211,500				$10,610						
Dock A	$288,400			$32,770					$20,680		
Dock B	$410,400		$45,140								
Dock C	$284,500					$86,960					
Dock D	$314,900				$72,160			$67,800			
Dock E	$240,800						$108,970				
Dock F	$338,000										
Dock G	$321,000										
Total Cost	$2,700,050		$45,140	$32,770	$82,770	$86,960	$108,970	$67,800	$20,680		

Source: *Baseline Property Condition Assessment (BPCA)*, Pinchin Ltd., May 27, 2018

EXHIBIT 32 FINANCIAL PERFORMANCE OF COBOURG MARINA WITH CAPITAL IMPROVEMENTS TO FUEL STORAGE FACILITY, DOCKS A, B, C, D, AND E, POWER AND WATER ON CENTRE PIER AND TRAVEL LIFT SERVICE

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Revenue										
Seasonal Slip Rentals (149 slips)	$280,230	$288,640	$297,300	$306,220	$315,410	$324,870	$334,620	$344,660	$355,000	$365,650
Transient Slip Rentals (69 slips)	$168,900	$173,970	$179,190	$184,570	$190,110	$195,810	$201,680	$207,730	$213,960	$220,380
Winter/Summer Storage & Handling	$169,810	$174,900	$180,150	$185,550	$191,120	$196,850	$202,760	$208,840	$215,110	$221,560
Pump Out	$6,430	$6,630	$6,840	$7,050	$7,270	$7,490	$7,720	$7,950	$8,190	$8,430
Fuel/Oil	$184,480	$187,250	$190,060	$192,910	$195,800	$198,740	$201,720	$204,750	$207,820	$210,940
Miscellaneous	$8,110	$8,230	$8,350	$8,480	$8,610	$8,740	$8,870	$9,000	$9,140	$9,280
Boat Launch	$9,440	$9,910	$10,420	$10,940	$11,500	$12,080	$12,690	$13,330	$14,010	$14,720
Beverage Revenue	$1,760	$1,790	$1,820	$1,850	$1,870	$1,900	$1,930	$1,960	$1,990	$2,020
Advertising	$2,450	$2,490	$2,530	$2,570	$2,610	$2,650	$2,690	$2,730	$2,770	$2,810
Total Revenue	**$831,610**	**$853,810**	**$876,660**	**$900,140**	**$924,300**	**$949,130**	**$974,680**	**$1,000,950**	**$1,027,990**	**$1,055,790**
Disbursements										
Labour Cost	$262,860	$270,750	$278,870	$287,230	$295,840	$304,720	$313,860	$323,270	$332,970	$342,960
Clothing Allowance	$530	$540	$550	$560	$570	$580	$590	$600	$610	$620
Office Expenses	$5,020	$5,150	$5,280	$5,410	$5,550	$5,690	$5,830	$5,980	$6,130	$6,280
Advertising & Promotion	$2,400	$2,460	$2,520	$2,580	$2,640	$2,710	$2,780	$2,850	$2,920	$2,990
Professional Fees & Expenses	$7,770	$7,890	$8,010	$8,130	$8,250	$8,370	$8,500	$8,630	$8,760	$8,890
Beverage & Ice Purchases	$1,340	$1,370	$1,400	$1,430	$1,460	$1,490	$1,520	$1,550	$1,580	$1,610
Heat	$2,890	$2,990	$3,090	$3,200	$3,310	$3,430	$3,550	$3,670	$3,800	$3,930
Utilities	$21,620	$22,590	$23,610	$24,670	$25,780	$26,940	$28,150	$29,420	$30,740	$32,120
Building Maintenance	$3,440	$3,530	$3,620	$3,710	$3,800	$3,900	$4,000	$4,100	$4,200	$4,310
Cleaning & Cleaning Supplies	$2,850	$2,890	$2,930	$2,970	$3,010	$3,060	$3,110	$3,160	$3,210	$3,260
Dock Repair & Maintenance	$18,090	$19,080	$20,130	$21,240	$22,410	$23,640	$24,940	$26,310	$27,760	$29,290
Fuel Dock Purchases	$147,580	$149,800	$152,050	$154,330	$156,640	$158,990	$161,380	$163,800	$166,260	$168,750
Other Equipment Purchases	$2,050	$2,080	$2,110	$2,140	$2,170	$2,200	$2,230	$2,260	$2,290	$2,320
Other Equipment Repairs	$4,720	$4,890	$5,060	$5,240	$5,420	$5,610	$5,810	$6,010	$6,220	$6,440
Bank Service Fees	$15,800	$16,220	$16,660	$17,100	$17,560	$18,030	$18,520	$19,020	$19,530	$20,060
Insurance	$6,760	$7,030	$7,310	$7,600	$7,900	$8,220	$8,550	$8,890	$9,250	$9,620
Garbage Removal	$1,470	$1,490	$1,510	$1,530	$1,550	$1,570	$1,590	$1,610	$1,630	$1,650
Security Contract	$5,650	$5,930	$6,230	$6,540	$6,870	$7,210	$7,570	$7,950	$8,350	$8,770
Contracts	$1,730	$1,760	$1,790	$1,820	$1,850	$1,880	$1,910	$1,940	$1,970	$2,000
Lift-out/Lift-in Operating Costs	$19,870	$20,470	$21,080	$21,710	$22,360	$23,030	$23,720	$24,430	$25,160	$25,910
Special Projects	$10,190	$10,340	$10,500	$10,660	$10,820	$10,980	$11,140	$11,310	$11,480	$11,650
Reserve for Replacement	$83,160	$85,380	$87,670	$90,010	$92,430	$94,910	$97,470	$100,100	$102,800	$105,580
Harbour Dredge Expense	$15,000	$15,000	$15,000	$15,000	$15,000	$15,000	$15,000	$15,000	$15,000	$15,000
Capital Improvements		$45,140	$32,770	$82,770	$86,960	$108,970	$67,800	$20,680		
Total Disbursements	**$642,790**	**$704,770**	**$709,750**	**$777,580**	**$800,150**	**$841,130**	**$819,520**	**$792,540**	**$792,620**	**$814,010**
Net Income Before Debt Service	**$188,820**	**$149,040**	**$166,910**	**$122,560**	**$124,150**	**$108,000**	**$155,160**	**$208,410**	**$235,370**	**$241,780**
Principal & Interest Payments	**$75,180**	**$75,180**	**$75,180**	**$75,180**	**$75,180**	**$75,180**	**$75,180**	**$75,180**	**$75,180**	**$75,180**
Net Profit	**$113,640**	**$73,860**	**$91,730**	**$47,380**	**$48,970**	**$32,820**	**$79,980**	**$133,230**	**$160,190**	**$166,600**

Source: TOURIS**TICS** May 27, 2018

EXHIBIT 33 ECONOMIC IMPACTS DUE TO USE OF COBOURG HARBOUR FOR RECREATIONAL BOATING

	Cummulative 2010 to 2016	**2016**	**2015**	**2014**	**2013**	**2012**	**2011**	**2010**
Total Revenues from Marina Operation[1]	$4,148,820	$676,420	$630,780	$666,300	$552,000	$552,830	$552,470	$518,020
Total Seasonal Boater Expenditures Away from Marina[2]	$2,512,080	$462,140	$450,690	$452,970	$306,710	$280,640	$270,990	$287,940
Total Transient Boater Expenditures Away from Marina[3]	$2,842,000	$463,760	$388,270	$376,680	$416,620	$391,930	$385,000	$419,740
Total Revenues Generated by Cobourg Dragon Boat and Canoe Club using outer harbour	$585,100	$89,200	$80,000	$95,200	$103,700	$81,000	$68,300	$67,700
Total	$10,088,000	$1,691,520	$1,549,7400	$1,591,150	$1,379,030	$1,306,400	$1,276,760	$1,293,400
Value Added or Gross Domestic Product (GDP) in Town of Cobourg								
Direct	$3,706,780	$621,550	$569,380	$584,670	$506,730	$480,040	$469,150	$475,260
Indirect	$1,186,080	$198,880	$182,190	$187,080	$162,140	$153,600	$150,120	$152,070
Induced	$996,590	$167,110	$153,080	$157,190	$136,240	$129,060	$126,130	$127,780
Total	$5,889,450	$987,540	$904,650	$928,940	$805,110	$762,700	$745,400	$755,110
Labour Income								
Direct	$2,399,020	$402,270	$368,500	$378,400	$327,950	$310,680	$303,630	$307,590
Indirect	$838,820	$140,650	$128,850	$132,310	$114,670	$108,630	$106,160	$107,550
Induced	$638,020	$106,980	$98,000	$100,640	$87,220	$82,630	$80,750	$81,800
Total	$3,875,860	$649,900	$595,350	$611,350	$529,840	$501,940	$490,540	$496,940
Jobs Created								
Direct	11	11	10	11	9	9	9	9
Indirect	2	2	2	2	2	2	1	2
Induced	2	2	1	1	1	1	1	1
Total	15	15	13	14	12	12	11	12
Total Taxes								
Federal	$1,152,150	$192,520	$176,650	$181,930	$157,020	$150,280	$145,510	$148,240
Provincial	$1,388,680	$233,360	$213,530	$219,440	$189,890	$178,900	$175,680	$177,880
Municipal	$277,340	$46,670	$42,700	$43,140	$38,340	$35,780	$35,500	$35,210
Total	$2,818,170	$472,550	$432,880	$444,510	$385,250	$364,960	$356,690	$361,330

[1] EXHIBIT 30

[2] Expenditures in Cobourg exclusive of monies spent at marina, based on number of power boats at $3,600.00 per year and sail boats at $2,800.00 per year for insurance, supplies and repairs

[3] Expenditures in Cobourg exclusive of monies spent at marina, based on number of transient boats attracted to marina and an average per person expenditure of $47.00 for less than 24 hours, and $211.30 for an overnight stay (average stay 2 nights). Assumes 2.1 persons per boat as per industry average.

EXHIBIT 34 ESTIMATED NUMBER OF SEASONAL BOATS IN NORTHUMBERLAND, DURHAM, AND PETERBOROUGH

	Ontario			Northumberland, Durham and Peterborough	
Year	**Population[1]**	**Number of Boats 26 feet and over[2]**	**Number of Persons Per Boat**	**Population[1]**	**Number of Boats 26 feet and over[3]**
2017	10,103,380	55,720	181.3	645,760	3,560
2018	10,264,290	57,630		656,660	3,620
2019	10,421,870	59,600		667,480	3,680
2020	10,578,920	61,650		678,170	3,740
2021	10,731,360	63,780		688,710	3,800
2022	10,874,640	65,460		698,700	3,850
2023	11,012,700	67,200		708,440	3,910
2024	11,145,388	68,990		718,040	3,960
2025	11,276,670	70,840		727,590	4,010
2026	11,402,740	72,730		736,810	4,060
2027	11,526,710	74,370		746,080	4,120
2028	11,649,450	76,060		755,270	4,170
2029	11,774,190	77,790		764,750	4,220
2030	11,897,520	79,570		774,190	4,270
2031	12,021,010	81,400		783,660	4,320
2032	12,146,360	82,920		793,460	4,380
2033	12,272,430	84,470		803,370	4,430

Source: [1] Ontario Ministry of Finance, Ontario Population Projections Update, 2016 - 2041, Spring 2017; based on Statistics Canada, 2016 Census data

[2] EXHIBIT 6 and 13

[3] Since the number of recreational boats is only available at the Provincial level, a gross estimate of the number by County, District or Municipality is arrived at by dividing the persons per boat at the provincial level by the population of the smaller geographic area (i.e. Northumberland, Durham Region and Peterborough). It is recognized that this industry accepted method of arriving at the number of boats at the sub-provincial level may over-estimate for land locked areas (i.e. London, or Middlesex County) and under-estimate for those areas on the Great Lakes (i.e. Oshawa or Durham Region).

EXHIBIT 35 DEMAND FOR SEASONAL SLIPS IN NORTHUMBERLAND, DURHAM, AND PETERBOROUGH

Year	Number of Boats 26 feet and over Requiring Slip[1]	Number of Seasonal Slips at Marinas/ Yacht Clubs	Number of Additional Seasonal Slips Required	Adjusted Number of Boats 26 feet and over Requiring Slip[2]	Adjusted Number of Additional Seasonal Slips Required
2017	3,560	2,972	590	3,100	130
2018	3,620	2,972	650	3,130	160
2019	3,680	2,972	710	3,160	190
2020	3,740	2,972	770	3,180	210
2021	3,800	2,972	830	3,210	240
2022	3,850	2,972	880	3,230	260
2023	3,910	2,972	940	3,260	290
2024	3,960	2,972	990	3,280	310
2025	4,010	2,972	1,040	3,290	320
2026	4,060	2,972	1,090	3.290	320
2027	4,120	2,972	1,150	3,310	340
2028	4,170	2,972	1,200	3,320	350
2029	4,220	2,972	1,250	3,330	360
2030	4,270	2,972	1,300	3,340	370
2031	4,320	2,972	1,350	3,360	390
2032	4,380	2,972	1,410	3,380	410
2033	4,430	2,972	1,460	3,390	420

[1] Source: EXHIBIT 34, No adjustment has been made for boats moored at private docks or boat houses, trailered to a launch ramp on a per use basis, moored at a cottage or second home outside the market area or moored at a marina or yacht club outside of the market area.

[2] Based on discussions with local planners, Conservation Authorities and Boating Ontario (Ontario Marine Operators Association) we have estimated that 10% of the households with waterfront property on Lake Ontario and the portion of the Trent-Severn Waterway within the seasonal market area of Cobourg Marina have boats moored at private docks or boat houses and based on discussions with local marina operators, boat builders/manufacturers, and National Marine Manufacturers Association - Canada 20% of boats 20 feet to less than 26 feet (i.e. 6 to less than 8 metres) and 3% of boats 26 feet to less than 30 feet (i.e. 8 metres to less than 9 metres) are trailered to launch ramps on a per use basis.

[2] We have reduced the number of boats requiring a slip to reflect those belonging to residents of Northumberland County, Durham Region, and Peterborough County who keep their boats at marinas and yacht clubs outside the area.

EXHIBIT 36 FINANCIAL PROJECTIONS WITH 60 ADDITIONAL SEASONAL SLIPS AT COBOURG MARINA (278 slips - 209 seasonal)

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Revenue										
Seasonal Slip Rentals (209 slips)	$389,020	$400,690	$421,460	$436,330	$452,140	$467,720	$481,750	$496,200	$511,090	$526,420
Transient Slip Rentals (69 slips)	$168,900	$173,970	$179,190	$184,570	$190,110	$195,810	$201,680	$207,730	$213,960	$220,380
Winter/Summer Storage & Handling	$169,810	$174,900	$180,150	$185,550	$191,120	$196,850	$202,760	$208,840	$215,110	$221,560
Pump Out	$6,430	$6,630	$6,840	$7,050	$7,270	$7,490	$7,720	$7,950	$8,190	$8,430
Fuel/Oil	$190,960	$193,830	$197,250	$200,340	$203,470	$206,660	$209,760	$212,910	$216,100	$219,340
Miscellaneous	$8,110	$8,230	$8,350	$8,480	$8,610	$8,740	$8,870	$9,000	$9,140	$9,280
Boat Launch	$9,440	$9,910	$10,420	$10,940	$11,500	$12,080	$12,690	$13,330	$14,010	$14,720
Beverage Revenue	$1,760	$1,790	$1,820	$1,850	$1,870	$1,900	$1,930	$1,960	$1,990	$2,020
Advertising	$2,450	$2,490	$2,530	$2,570	$2,610	$2,650	$2,690	$2,730	$2,770	$2,810
Total Revenue	**$946,880**	**$972,440**	**$1,008,010**	**$1,037,680**	**$1,068,700**	**$1,099,900**	**$1,129,850**	**$1,160,650**	**$1,192,360**	**$1,224,960**
Disbursements										
Labour Cost	$262,860	$270,750	$278,870	$287,230	$295,840	$304,720	$313,860	$323,270	$332,970	$342,960
Clothing Allowance	$530	$540	$550	$560	$570	$580	$590	$600	$610	$620
Office Expenses	$5,020	$5,150	$5,280	$5,410	$5,550	$5,690	$5,830	$5,980	$6,130	$6,280
Advertising & Promotion	$2,400	$2,460	$2,520	$2,580	$2,640	$2,710	$2,780	$2,850	$2,920	$2,990
Professional Fees & Expenses	$7,770	$7,890	$8,010	$8,130	$8,250	$8,370	$8,500	$8,630	$8,760	$8,890
Beverage & Ice Purchases	$1,340	$1,370	$1,400	$1,430	$1,460	$1,490	$1,520	$1,550	$1,580	$1,610
Heat	$2,890	$2,990	$3,090	$3,200	$3,310	$3,430	$3,550	$3,670	$3,800	$3,930
Utilities	$21,620	$22,590	$23,610	$24,670	$25,780	$26,940	$28,150	$29,420	$30,740	$32,120
Building Maintenance	$3,440	$3,530	$3,620	$3,710	$3,800	$3,900	$4,000	$4,100	$4,200	$4,310
Cleaning & Cleaning Supplies	$2,850	$2,890	$2,930	$2,970	$3,010	$3,060	$3,110	$3,160	$3,210	$3,260
Dock Repair & Maintenance	$18,090	$25,080	$26,250	$27,480	$28,770	$30,130	$31,560	$33,060	$34,650	$36,320
Fuel Dock Purchases	$152,770	$155,060	$157,800	$160,270	$162,780	$165,330	$167,810	$170,330	$172,880	$175,470
Other Equipment Purchases	$2,050	$2,080	$2,110	$2,140	$2,170	$2,200	$2,230	$2,260	$2,290	$2,320
Other Equipment Repairs	$4,720	$4,890	$5,060	$5,240	$5,420	$5,610	$5,810	$6,010	$6,220	$6,440
Bank Service Fees	$17,990	$18,480	$19,150	$19,720	$20,310	$20,900	$21,470	$22,050	$22,650	$23,270
Insurance	$6,760	$7,030	$7,310	$7,600	$7,900	$8,220	$8,550	$8,890	$9,250	$9,620
Garbage Removal	$1,470	$1,490	$1,510	$1,530	$1,550	$1,570	$1,590	$1,610	$1,630	$1,650
Security Contract	$5,650	$5,930	$6,230	$6,540	$6,870	$7,210	$7,570	$7,950	$8,350	$8,770
Contracts	$1,730	$1,760	$1,790	$1,820	$1,850	$1,880	$1,910	$1,940	$1,970	$2,000
Lift-out/Lift-in Operating Costs	$19,870	$20,470	$21,080	$21,710	$22,360	$23,030	$23,720	$24,430	$25,160	$25,910
Special Projects	$10,190	$10,340	$10,500	$10,660	$10,820	$10,980	$11,140	$11,310	$11,480	$11,650
Reserve for Replacement	$94,690	$97,240	$100,800	$103,770	$106,870	$109,990	$112,990	$116,070	$119,240	$122,500
Harbour Dredge Expense	$50,000	$50,000	$50,000	$50,000	$50,000	$50,000	$50,000	$50,000	$50,000	$50,000
Capital Improvements		$45,140	$32,770	$82,770	$86,960	$108,970	$67,800	$20,680		
Total Disbursements	**$696,700**	**$765,150**	**$772,240**	**$841,140**	**$864,840**	**$906,910**	**$886,040**	**$859,820**	**$860,690**	**$882,890**
Net Income Before Debt Service	**$250,180**	**$207,290**	**$235,770**	**$196,540**	**$203,860**	**$192,990**	**$243,810**	**$300,830**	**$331,670**	**$342,070**
Principal & Interest Payments	**$127,470**	**$127,470**	**$127,470**	**$127,470**	**$127,470**	**$127,470**	**$127,470**	**$127,470**	**$127,470**	**$127,470**
Net Profit	**$122,710**	**$79,820**	**$108,300**	**$69,070**	**$76,390**	**$65,520**	**$116,340**	**$173,360**	**$204,200**	**$214,600**

Source: TOURIS**TICS** May 27, 2018

EXHIBIT 37 FINANCIAL PROJECTIONS WITH 100 ADDITIONAL SEASONAL SLIPS AT COBOURG MARINA (318 slips - 249 seasonal)

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Revenue										
Seasonal Slip Rentals (249 slips)	$458,950	$476,940	$497,620	$519,260	$537,550	$560,430	$577,250	$599,600	$617,590	$636,110
Transient Slip Rentals (69 slips)	$168,900	$173,970	$179,190	$184,570	$190,110	$195,810	$201,680	$207,730	$213,960	$220,380
Winter/Summer Storage & Handling	$169,810	$174,900	$180,150	$185,550	$191,120	$196,850	$202,760	$208,840	$215,110	$221,560
Pump Out	$6,580	$6,780	$7,000	$7,220	$7,440	$7,680	$7,910	$8,160	$8,400	$8,650
Fuel/Oil	$196,170	$200,350	$204,750	$209,240	$213,430	$218,110	$222,470	$227,210	$231,750	$236,390
Miscellaneous	$8,110	$8,230	$8,350	$8,480	$8,610	$8,740	$8,870	$9,000	$9,140	$9,280
Boat Launch	$9,440	$9,910	$10,420	$10,940	$11,500	$12,080	$12,690	$13,330	$14,010	$14,720
Beverage Revenue	$1,810	$1,840	$1,870	$1,900	$1,930	$1,960	$1,990	$2,020	$2,050	$2,080
Advertising	$2,450	$2,490	$2,530	$2,570	$2,610	$2,650	$2,690	$2,730	$2,770	$2,810
Total Revenue	**$1,022,110**	**$1,055,300**	**$1,091,770**	**$1,129,620**	**$1,164,180**	**$1,204,190**	**$1,238,190**	**$1,278,500**	**$1,314,660**	**$1,351,860**
Disbursements										
Labour Cost	$262,860	$270,750	$278,870	$287,230	$295,840	$304,720	$313,860	$323,270	$332,970	$342,960
Clothing Allowance	$530	$540	$550	$560	$570	$580	$590	$600	$610	$620
Office Expenses	$5,020	$5,150	$5,280	$5,410	$5,550	$5,690	$5,830	$5,980	$6,130	$6,280
Advertising & Promotion	$2,400	$2,460	$2,520	$2,580	$2,640	$2,710	$2,780	$2,850	$2,920	$2,990
Professional Fees & Expenses	$7,770	$7,890	$8,010	$8,130	$8,250	$8,370	$8,500	$8,630	$8,760	$8,890
Beverage & Ice Purchases	$1,340	$1,370	$1,400	$1,430	$1,460	$1,490	$1,520	$1,550	$1,580	$1,610
Heat	$2,890	$2,990	$3,090	$3,200	$3,310	$3,430	$3,550	$3,670	$3,800	$3,930
Utilities	$24,750	$25,860	$27,020	$28,240	$29,510	$30,840	$32,230	$33,680	$35,200	$36,780
Building Maintenance	$3,440	$3,530	$3,620	$3,710	$3,800	$3,900	$4,000	$4,100	$4,200	$4,310
Cleaning & Cleaning Supplies	$2,850	$2,890	$2,930	$2,970	$3,010	$3,060	$3,110	$3,160	$3,210	$3,260
Dock Repair & Maintenance	$18,090	$29,080	$30,330	$31,640	$33,020	$34,460	$35,980	$37,570	$39,250	$41,010
Fuel Dock Purchases	$156,940	$160,280	$163,800	$167,390	$170,740	$174,490	$177,980	$181,770	$185,400	$189,110
Other Equipment Purchases	$2,050	$2,080	$2,110	$2,140	$2,170	$2,200	$2,230	$2,260	$2,290	$2,320
Other Equipment Repairs	$4,720	$4,890	$5,060	$5,240	$5,420	$5,610	$5,810	$6,010	$6,220	$6,440
Bank Service Fees	$19,420	$20,050	$20,740	$21,460	$22,120	$22,880	$23,530	$24,290	$24,980	$25,690
Insurance	$6,760	$7,030	$7,310	$7,600	$7,900	$8,220	$8,550	$8,890	$9,250	$9,620
Garbage Removal	$1,470	$1,490	$1,510	$1,530	$1,550	$1,570	$1,590	$1,610	$1,630	$1,650
Security Contract	$5,650	$5,930	$6,230	$6,540	$6,870	$7,210	$7,570	$7,950	$8,350	$8,770
Contracts	$1,730	$1,760	$1,790	$1,820	$1,850	$1,880	$1,910	$1,940	$1,970	$2,000
Lift-out/Lift-in Operating Costs	$19,870	$20,470	$21,080	$21,710	$22,360	$23,030	$23,720	$24,430	$25,160	$25,910
Special Projects	$10,190	$10,340	$10,500	$10,660	$10,820	$10,980	$11,140	$11,310	$11,480	$11,650
Reserve for Replacement	$102,210	$105,530	$109,180	$112,960	$116,420	$120,420	$123,820	$127,850	$131,470	$135,190
Harbour Dredge Expense	$50,000	$50,000	$50,000	$50,000	$50,000	$50,000	$50,000	$50,000	$50,000	$50,000
Capital Improvements		$45,140	$32,770	$82,770	$86,960	$108,970	$67,800	$20,680		
Total Disbursements	**$712,950**	**$787,500**	**$795,700**	**$866,920**	**$892,140**	**$936,710**	**$917,600**	**$894,050**	**$896,830**	**$920,990**
Net Income Before Debt Service	**$309,160**	**$267,800**	**$296,070**	**$262,700**	**$272,040**	**$267,480**	**$320,590**	**$384,450**	**$417,830**	**$430,870**
Principal & Interest Payments	**$162,330**	**$162,330**	**$162,330**	**$162,330**	**$162,330**	**$162,330**	**$162,330**	**$162,330**	**$162,330**	**$162,330**
Net Profit	**$146,830**	**$105,470**	**$133,740**	**$100,370**	**$109,710**	**$105,150**	**$158,260**	**$222,120**	**$255,500**	**$268,540**

Source: TOURIS**TICS** May 27, 2018

EXHIBIT 38 NET PROFIT USING TRAVEL LIFT WITH 60 ADDITIONAL SLIPS AND 15, 20 AND 25 YEAR AMORTIZED DEBENTURES

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Principal & Interest with 15 Year Debenture	$156,340	$156,340	$156,340	$156,340	$156,340	$156,340	$156,340	$156,340	$156,340	$156,340
Net Profit	$93,840	$50,950	$79,430	$40,200	$47,520	$36,650	$87,470	$144,490	$175,330	$185,730
Principal & Interest with 20 Year Debenture	$127,470	$127,470	$127,470	$127,470	$127,470	$127,470	$127,470	$127,470	$127,470	$127,470
Net Profit	$122,710	$79,820	$108,300	$69,070	$76,390	$65,520	$116,340	$173,360	$204,200	$214,600
Principal & Interest with 25 Year Debenture	$110,550	$110,550	$110,550	$110,550	$110,550	$110,550	$110,550	$110,550	$110,550	$110,550
Net Profit	$139,630	$96,740	$125,220	$85,990	$93,310	$82,440	$133,260	$190,280	$221,120	$231,520

EXHIBIT 39 NET PROFIT USING TRAVEL LIFT WITH 100 ADDITIONAL SLIPS AND 15, 20 AND 25 YEAR AMORTIZED DEBENTURES

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Principal & Interest with 15 Year Debenture	$199,090	$199,090	$199,090	$199,090	$199,090	$199,090	$199,090	$199,090	$199,090	$199,090
Net Profit	$110,070	$68,710	$96,980	$63,610	$72,950	$68,390	$121,500	$185,360	$218,740	$231,780
Principal & Interest with 20 Year Debenture	$162,330	$162,330	$162,330	$162,330	$162,330	$162,330	$162,330	$162,330	$162,330	$162,330
Net Profit	$146,830	$105,470	$133,740	$100,370	$109,710	$105,150	$158,260	$222,120	$255,500	$268,540
Principal & Interest with 25 Year Debenture	$140,780	$140,780	$140,780	$140,780	$140,780	$140,780	$140,780	$140,780	$140,780	$140,780
Net Profit	$168,380	$127,020	$155,290	$121,920	$131,260	$126,700	$179,810	$243,670	$277,050	$290,090

EXHIBIT 40 STANDARDS[1] FOR SPRINT RACING (Canoes, Kayaks, War Canoes) AND DRAGON BOAT RACES

Boat	Paddlers	Length in metres	Course in metres	Course Details
Kayaks			200 500 1,000 5,000	• Up to 1,000 metres straight line course • Over 1,000 metres open stretch at least 500 metres, home stretch at least 500 metres • Radius of turns at least 31.5 metres • 2 metre depth for entire course • Minimum 6 lanes, maximum 9 lanes • 9 metres wide • Minimum 75 metres before starting line and after finish line
K1	1	5.2		
K2	2	6.5		
K4	4	11.0		
Canoes				
C1	1	5.2		
C2	1	6.5		
C4	4	6.1		
IC4	4	9.0		
C15 (War Canoe)	15 including coxswain for steering	9.15	500 1,000	
Dragon Boats				
Large boat	20 + steerer (helmsperson) + drummer	12.49 without head & tail 1.16 wide 0.55 measured at middle point	200 250 500[2] 1,000[2] 2,000	• Up to 500 metres straight line course • 2,000 metres (500 metre course with 3 turns, two laps) • 2 metre depth for entire course (3.5 metres for Worlds) • Minimum 6 lanes • Minimum 9 metres wide, maximum 13.5 metres wide • Two lanes outside course for return, minimum 10 metres wide • Minimum 100 metres before starting line and after finish line
Small boat	10 + steerer (helmsperson) + drummer	9.0 without head & tail 1.13 wide 0.55 measured at middle point		

[1]Standards apply for all provincial, national and international sanctioned events

[2]World Dragon Boat Racing Championships require at least 1,000 metres in one direction, Championship Regattas and International Races require at least 500 metres in one direction

Source: Ontario Canoe Kayak Sprint Racing Affiliation (OCSRA), Canoe Kayak Canada, International Canoe Federation, Dragon Boat Canada, International Dragon Boat Federation

EXHIBIT 41 REVENUES AND EXPENSES RELATED TO MOBILE TRAVEL LIFT

Revenue							
Number of Boats	**Total Revenue from Lift-in/Lift-out[2]**	**Bottom Wash $3.00/ft.**	**Blocking & Cradle Handling**	**Mast Stepping/ Un-Stepping $4.13/ft.**	**Winter Storage Fees $560.00**	**Summer Cradle Storage $125.00 flat fee**	**Total Handling & Storage Revenue**
100[1]	$61,740	$10,200	$12,340	$8,430	$68,000	$9,100	$169,810
Labour Expense							
Labour Cost	**Number**	**Hours**	**Hourly Rate**		**Benefits at 16%**	**Total**	**Total Labour Cost Lift-in & Lift-out**
Equipment operator	1	270	$32.00	$8,640	$1,380	$10,020	$20,040
Labourer	2	270	$16.00	$8,640	$1,380	$10,020	$20,040
Total							$40,080
Equipment Cost							
35 Ton Mobile Travel Lift[3]		$327,100					
20 Ton Hydraulic Trailer		$46,000					
Tractor with Loader & Forks		$30,000					
Boom Truck/Mast Crane		$30,000					
Total		$433,100					
Infrastructure Cost[4]							
Lifting Well		$270,000					
Compound Expansion		$60,000					
Total		$330,000					
Total with 20% Contingency		$396,000					
Total Equipment & Infrastructure Cost		$829,100					
Annual Principal & Interest Payments[5]							
		$60,050					$60,050
Annual Operating Costs							
Preventive Maintenance, Inspections & Repairs		$8,000					
Fuel		$1,000					
Allowance for Street Cost[6]		$10,000					
Liability Insurance[7]							
Total		$19,000					$19,000
Total Annual Revenue							$169,810
Total Annual Expenses							$119,130
Net Profit							**$50,680**

[1] Assumes that boats 36 feet and over would be stored on-site, and smaller boats stored at the former Public Works site
[2] Assumes average LOA of 35 feet, at $9.50/ft., and includes both lift-in and lift-out
[3] With Kroft Industrial Lift in this price range, transportation, set-up and operator training are included
[4] Shoreplan Engineering Limited
[5] Amortized over 20 year period at 3.82 percent, Infrastructure Ontario
[6] We have provided an allowance to cover any costs associated with policing, traffic control, overhead wires and signs when using either of two potential routes over Town streets to the former Public Works site
[7] Our discussions with marinas and yacht clubs that have purchased indicates lift is covered under existing insurance policy