

have and because of the electrical code I have to do existing, nothing new. The quote on the wire to redo this is approx \$ 36,000.00 for just the wire. That is not good folks. I have to try and budget everything into this to get it done. I have to have more then one item out to bid, if it is under \$36,000 for each then it can just go into the News Paper and if not then it has to go out to bid. We did just take out about 3,000 cubic yards this past time with the dredging, and it made a big difference. The new floating docks could not be installed with out this dredging done.

Beverly asked about the concrete dock still sitting on land, the status and the brackets for it did not come in by May. Tim advised the brackets came in June, and then we have to move pilings, we put the brackets on the side of the building and it is always a logistical nightmare to get anything done. We need 12' pilings to secure this and we are hoping to have this done in the next week or so. We don't want to have any hang ups either when we do install this. We have to worry about how high this is going to be from the stationary pier. The gangway will now slide up and down from reconfiguring it with the two brackets that mount to it and that took another 2-3 weeks to get done. I am ready to pull the trigger on this.

The bulkhead of course had a snag in the process. I am hopeful that these bids will be out by September or October maybe by the end of October the latest. Once these go out I am 99% positive the bids will fall into place where we want them too.

Don asked, "If the bulkhead is completed from one end to the other before any work is done with dredging and replacing docks?" Tim advised that the only docks we plan to replace are Piers 6 and 7 and a possible A pier which would be pier 5 if the figures come out right only. So we are starting at the south end with the bulkhead and moving forward from there and we will just see what is going to happen. The smart thing to do would be is that we build it the way it is now with the travel lift, but built it wider for a 30ton lift, I am leaving the worst for last and getting this all done is not easy and scheduling everyone at the right time needs to pan out for all of us. We have the plan, we just need to make it work all around and it is a waiting game right now.

3. Public Access to the Piers

Don advised that we have a night crew of gentleman that ell at the end of our pier which is okay since it is public access. We have just asked them to clean up and they don't. We have no more police presence and these guys are leaving our place a mess. As a boat owner, and by the way I have also had garbage thrown in my boat the same night these gentleman are out here and we should be able to place a no littering sign at the end of each pier. We can not chaise them out, but this is not acceptable to us boat owners. I have said something to these guys and they promise me and the other boaters the world, but do nothing about it. These guys have been here through the course

of the summer and it is not one particular night. Bev added, "yes as a boat owner I have noticed children throwing blue stones in the river which end up on the boat and the parents should be saying something and it ends up being the boat owner then you have to worry about leaving your boat and having it vandalized later on" Tim advised that Greenacres is why we have to allow the public on the piers and why Belmar does not after Don asked. Bev added, "that there was a change recently with the Greenacres money and the public access and marinas were allowed to have certain areas for the public but not the entire marina" Tim added that a lot of those marina were private and that was a DEP thing and a totally different animal then what we are discussing at this time and I in vision in the future that we will be able to do what we want to do because it is already done on athletic fields and then we will fight the battle. Don added he understands and just wanted to make this public record.

4. Winter Storage Rates

Harbor secretary added that she asked Ken Mika to be present and they brought winter storage charts from the previous years at the marina and asked the Commission to review the figures and how they can clearly see the loss of winter storage and we would like to have an open discussion. Ken Mika added, "This is every year so far, this is from 2006 and it is FULL, and here are the years to follow and you can clearly see again how we just keep losing boats. Last year we did not even fill all these spots. A lot of marinas are all discounting there rates and dropping them, everyone is shopping around to find the best price; they don't care what the docks look like they just want the cheapest rocks. I know with the plans coming up and nothing going on the bulkhead, we could get 216 boats here and we had 60-63 last year so we are WELL UNDER our capacity. In order to maintain the average that we have we have to keep the rate at \$15.00 /FT and bring in at least 10 new customers. If Neptune drops down to \$15 a ft and I drop down to \$ 10 a ft we would be better off. The Commission agreed. Bev added that we have tried to do this for the past couple years and it is quantity vs. quality. The only thing I would care about is that my boat is on stands and secured. I don't care if we block people's views, drop the rates and fill the lots it is a NO BRAINER. I took pictures last year, and the Township would not drop the rates, they were worried about losing revenue and Seth was playing the game the whole time last year and he is going to do it again. The hydraulic trailer which cost us \$40,000 to stack boats in has been a revenue loss. At \$38/FT we are not going to do it. Early advertising and drop the price is what I say" I have the contracts to prove to the Township that winter storage was always \$25/ft not the \$38/Ft that the Oliver's told the Township, and if you can get a deal, take the deal.

The Commission is proposing \$25.00 / Ft for winter storage fees and a huge discussion was done. Don added that we have been put here for nothing,

what are we here for if they don't acknowledge us or agree with what we say. We need to get this done. Tim advised that I know how the Township thinks, we have to guarantee them new boats, what they were getting already is that we were breaking even at this time, if we take in less money they think that there revenue is going to go down and lets take the monthly lease plan for example, that was a huge fail in itself. Don added that this needs to be marketed properly and we need to get this out now to advertise our new rate. The Commission discussed a poll / survey for the customer's on what the Commission and Marina Management would like to do with the winter storage rates and if enough people sign up then we can go to the Township in regards to the poll and what people are willing to do. It is going to be hard to attract new customers with the way our marina looks so we need to think of new ways to bring in the customers.

The Commission agreed and would like to introduce a rate decree for the 2011-2012 winter storage season in the amount of \$10.00/FT for Neptune and to also advertise winter storage at \$25.00/FT overall. All were in favor.

5. 2012 Summer Dockage Rates

The Commission agreed if everything fell into place the way it should have they may discuss this, but at this time there is nothing to discuss, they all agree on no rate increase at this time with the conditions everyone is dealing with still with the docks, bulkhead and water. Bev added at the end of October, we hope things will happen and people will see it and we won't have all of these open slips. We can hope, marina management agreed.

Commission Comments:

Beverly added that all the e-mails and letters from Mr. Gardner and his trailer. He is a customer on H-dock and he could not launch his boat because the floating dock was not in and he is asking for compensation for his slip for the time he was unable to use it, even though he signed the application back in March and now he was unable to get into the slip right away. After figuring it out he would like \$294.22 compensation, however what he was asking for was to store his trailer at the marina and asking for tokens for his two water crafts. Mr. Imbriaco commented back on the e-mail and felt as though it was not an outrageous request. I commented back on the e-mail and I was disturbed that this was on going since May and is he still a customer at our Marina. Jenn replied, "Yes" Don added I did not feel as though what he was asking was a lot. Tim added, we notified everyone of the situation of our situation we were dealt with and offered them a spot on the bulkhead with their boat and trailer and or another slip until theirs was done. He was given that option and he kept that boat on the bulkhead on the trailer for weeks. Then he didn't want to leave it on the bulkhead anymore, so we told him to go into a slip and he had the option to do different things and he didn't want to do anything with our options. Then he

puts his boat into the slip and didn't like those deals from the past, AFTER his boat is in the slip already and decides to come up with these options on his own because it sounds good to him. He e-mailed Jenn like three times and enough is enough. He did not want to take any options, and all of the rest of our customers did and then all the rest of the boaters would want another deal as well. I told Jenn, here is the deal. E-mail him and tell him we will give him a refund and tell him to have a nice day. So at this point he is waiting for the Harbor Commission to make a decision, per Tim and told him to come here and he did not do that either so here we are.

After a long discussion the Commission agreed for the little reimbursement he requested and advised that the spin wheel / make your own deals is done.

Public Comments:

Roman Stefaniw a boat owner at the marina a new resident of Neptune and he was present and brought some concerns to the Commission in regards to the smell with the dumpsters and there has to be a better solution, it gets so bad and it is hard to even be on the pier, with our family and friends. Tim advised, that the Township does not want to remove them, we can't keep cans on each pier. All the people from Shark River Hills dump what ever they want and when they want into the dumpsters and we do our best to keep the smell down. The customers also put their fish cuts and everything else in there with no bags, not rapped up and it is a huge problem we agree, we can put all the signs everywhere but they won't read the sign and we can't be the dumpster police when we have numerous other things going on with the marina also. The boat owner knows the rules and regs and they just don't follow them. If we catch them, then we do speak with them. It is a problem Roman and we are dealing with it the best we can.

Roman also asked about the bulkhead repair. If we start in October will this cause a problem for the boat owner's. Tim advised, if you are still there then you might have to move to another slip at this time, but we just don't right now.

Beverly added that the customers really need to start being a little more accommodating with the marina when it is clearly going to have progress.

On unanimous agreement, the meeting was adjourned at 20:11hrs