

March 2006

ROSE BAY AND POINT PIPER MARINA SWING MOORING RELOCATION PLAN

Advanced Marina Management Pty Ltd is a consultancy firm working with marina owners to operate, manage, design and evaluate marina facilities. Please see our website for full company details, www.AdvancedMM.com.au.

Addenbrooke Pty Ltd has engaged **Advanced Marina Management Pty Ltd** to review the relocation of swing mooring tenants under the Rose Bay and Point Piper Marinas proposed redevelopment and redistribution of boat storage facilities.

As part of the proposed redevelopment of Rose Bay and Point Piper Marina there will be a reduction in the amount of swing moorings. The aim of this plan is to detail all the options available to current swing mooring tenants.

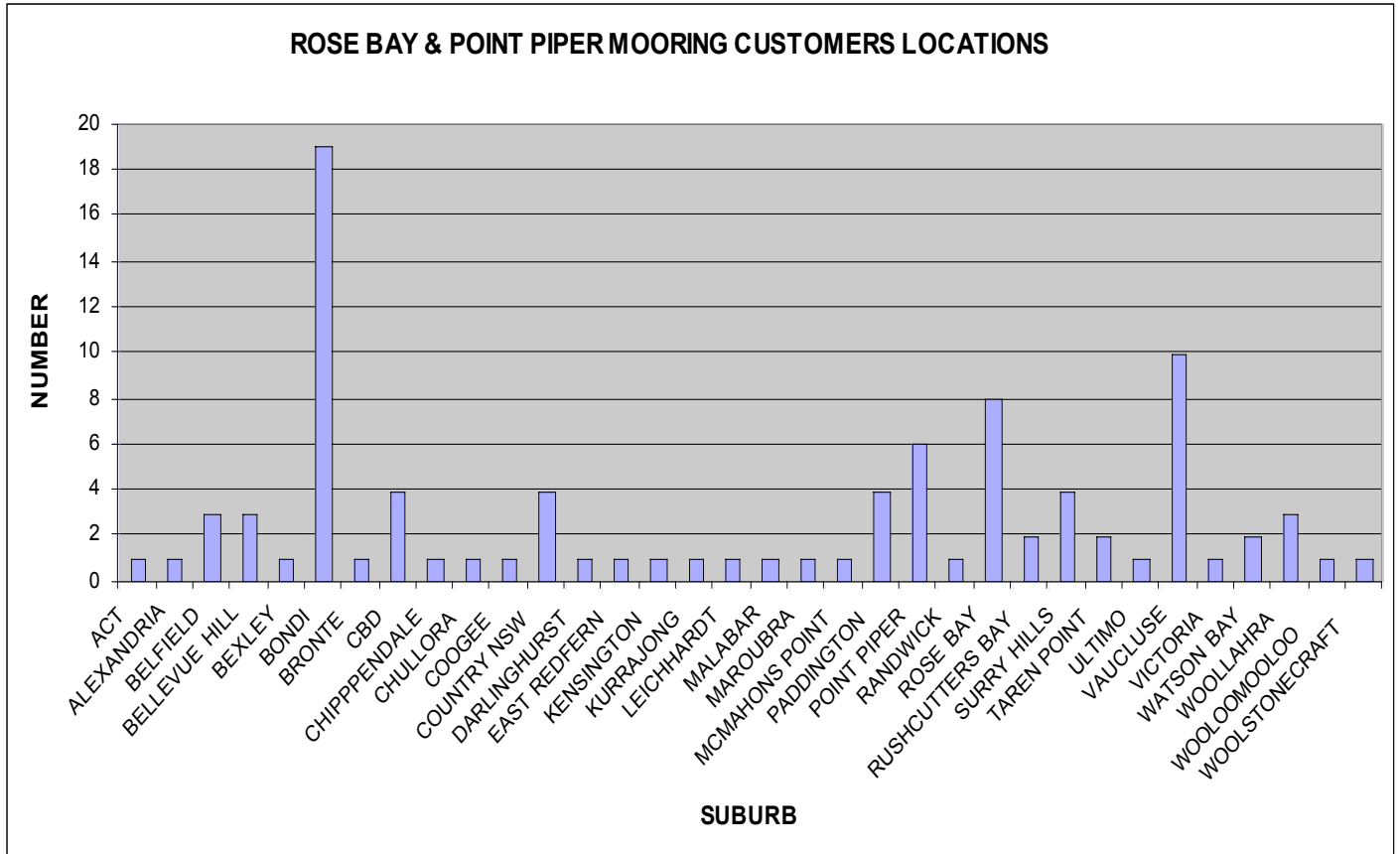
Swing Moorings Matrix (as of 1st October 2006)

Marina	Occupied Swing Moorings
Rose Bay	55
Point Piper	65
Total	120

There are 120 swing moorings which consist of 106 separate customers. 30 swing moorings are occupied by current tenants or marina vessels which would be moved to the new floating marina when complete (see letters attached). Current tenants have already indicated that they would move if the redevelopment went ahead. The remaining 90 occupied swing moorings will be relocated as per the four step relocation plan.

Of these 90, 8 customers reside in the suburb of Rose Bay and 6 reside in the suburb of Point Piper, with the remainder wide spread throughout Sydney suburbs, country New South Wales and inter State. Bondi and Vaucluse have the highest frequency but are close to other swing moorings both commercial and private.

See graph next page:



Swing Mooring Relocation Options

1. Relocate from a swing mooring to a floating wet berth on redeveloped marina.
2. Relocate to a commercial swing mooring available elsewhere on Sydney Harbour (possible closer to residence).
3. Apply for a private swing mooring issued by Maritime.

The following table shows the total number of commercial moorings in and around Sydney Harbour.

LOCATION	COUNCIL	# OF MOORINGS
RMYC Pt Piper	Woollahra	18
Double Bay Marina	Woollahra	25
d'Albora Marina Rushcutters Bay	Sydney	0
CYC Marina Rushcutters Bay	Sydney	27
Elizabeth Bay Marina	Sydney	48
Betty Fountain Snails B	Leichhardt	0
Camerons Marina	Leichhardt	18
Balmain Marina Centre	Leichhardt	23
Birkenhead Marina	Canada Bay	0
All Craft Boats	Canada Bay	20
President's Shipwrights	Canada Bay	16
Gladesville Bridge Marina	Canada Bay	44
Abbotsford Boatshed	Canada Bay	14
d'Albora Marina Cabarita	Canada Bay	44
River Quays Marina	Canada Bay	22
Kissing Pt Boatshed Fisher	Canada Bay	12
Woolwich Marina	Hunters Hill	20
Woodley's (BBay)	Nth Sydney	21
McMahons Pt Bshed	Nth Sydney	10
Lavender Bay Bshed	Nth Sydney	40
RSYC Kirribilli	Nth Sydney	57
Pattons Slipway CCBS	Nth Sydney	6
Neutral Bay Marina	Mosman	5
Mosman Bay Marina	Mosman	40
Balmoral BShed	Mosman	56
MHYC The Spit	Mosman	33
Smith's Spit Bshed	Mosman	1
Ferguson's Bshed	Mosman	22
D'Albora Marina TheSpit	Mosman	21
Joel's Bshed	Mosman	44
Lyons Boatshed	Nth Sydney	30
Cammeray Marina	Nth Sydney	52
Sailors Bay Bshed	Willoughby	23
Northbridge Marina	Willoughby	60
Castlecrag Bshed	Willoughby	52
Roseville Bridge Marina	Ku-rin-gai	34
Clontarf Marina	Manly	59
Davis Marina	Manly	51
Manly Boatshed	Manly	39
TOTAL MOORINGS		1107

The following table shows commercial moorings within close proximity to Rose Bay & Point Piper (east of the harbour bridge) and the current availability.

MOORINGS AVAILABLE AT	# of Moorings	Moorings Currently Available
Commercial Marinas		
Double Bay Marina	25	4
Elizabeth Bay Marina	48	4
Mosman Bay Marina	40	18
dAlbora The Spit	21	4
dAlbora Quakers Bay	40	8
Total	174	38

The following table shows the price comparisons between Rose Bay Marina, Point Piper Marina and other commercial marinas which lease swing moorings. It is clear that other commercial swing moorings are actually more affordable than those at Rose Bay and Point Piper Marina.

Mooring Rates		Double Bay Marina	Elizabeth Bay Marina	Gladesville Bridge Marina	Balmain Marine Centre	d'Albora The Spit	d'Albora Quakers Bay	Rose Bay Marina	Point Piper Marina
Mtrs	Feet	Sep-06	Sep-06	Sep-06	Sep-06	Sep-06	Sep-06	Sep-06	Sep-06
6	20	\$330.00	\$385.00	\$280.50	\$275.00	\$295.00	\$295.00	\$385.00	\$385.00
	21	\$330.00	\$385.00	\$280.50	\$275.00	\$295.00	\$295.00	\$385.00	\$385.00
	22	\$330.00	\$385.00	\$280.50	\$275.00	\$295.00	\$295.00	\$385.00	\$385.00
	23	\$330.00	\$385.00	\$280.50	\$275.00	\$295.00	\$295.00	\$385.00	\$385.00
	24	\$330.00	\$385.00	\$280.50	\$275.00	\$295.00	\$295.00	\$385.00	\$385.00
	25	\$330.00	\$385.00	\$280.50	\$275.00	\$295.00	\$295.00	\$385.00	\$385.00
	26	\$330.00	\$385.00	\$280.50	\$275.00	\$295.00	\$295.00	\$385.00	\$385.00
	27	\$330.00	\$385.00	\$280.50	\$275.00	\$295.00	\$295.00	\$385.00	\$385.00
	28	\$330.00	\$385.00	\$280.50	\$275.00	\$295.00	\$295.00	\$385.00	\$385.00
9	29	\$330.00	\$440.00	\$280.50	\$275.00	\$295.00	\$295.00	\$385.00	\$385.00
	30	\$330.00	\$440.00	\$280.50	\$275.00	\$295.00	\$295.00	\$455.00	\$455.00
	31	\$400.00	\$440.00	\$289.85	\$275.00	\$295.00	\$295.00	\$455.00	\$455.00
10	32	\$400.00	\$440.00	\$299.20	\$275.00	\$295.00	\$295.00	\$455.00	\$455.00
	33	\$400.00	\$440.00	\$308.55	\$275.00	\$295.00	\$295.00	\$455.00	\$455.00
	34	\$400.00	\$440.00	\$317.90	\$275.00	\$295.00	\$295.00	\$455.00	\$455.00
	35	\$400.00	\$440.00	\$327.25	\$275.00	\$295.00	\$295.00	\$455.00	\$455.00
	36	\$400.00	\$440.00	\$336.60	\$275.00	\$295.00	\$295.00	\$455.00	\$455.00
	37	\$400.00	\$440.00	\$345.95	\$275.00	\$295.00	\$295.00	\$455.00	\$455.00
11	38	\$400.00	\$440.00	\$355.30	\$275.00	\$295.00	\$295.00	\$455.00	\$455.00
	39	\$400.00	\$440.00	\$364.65	\$275.00	\$295.00	\$295.00	\$455.00	\$455.00
	40	\$400.00	\$520.00	\$374.00	\$300.00	\$295.00	\$295.00	\$555.00	\$555.00

The following table shows the Maritime mooring waitlist in and around Sydney Harbour. Using historical data and current waitlists time lags and the total time for waitlists to turnover has been calculated.

Location	Average Time Lag between mooring leases (Days)	Total Moorings	Wait List	Yrs to turnover waitlist
Double Bay	23	203	33	2.1
Elizabeth Bay	160	36	20	8.8
Mosman Bay	105	89	62	17.8
Rose Bay	37	138	62	6.4
Rushcutters Bay	99	75	46	12.4
Watsons Bay	44	57	131	15.8
Darling Point	87	25	6	1.4
Vaucluse Bay	100	72	28	7.7
Hermit Bay	129	31	6	2.1
Felix Bay	166	39	5	2.3

The above table shows that in 4 bays there is a waitlist turnover of two years or less. These bays are Hermit Bay, Felix Bay, Darling Point and Double Bay. Double bay has a two year waitlist turnover and moorings on average become available every 23 days.

Conclusion

There are 90 swing mooring customers whom we are directly consulting with, we have already consulted with the current tenants and the relocation of marina owned vessels. Of these **90** swing mooring customers, which we are consulting with, 76 do not live within close proximity of Rose Bay and Point Piper Marinas and could relocate to either a commercial marina swing mooring or apply for a NSW Maritime private swing mooring, if they choose not to berth their vessels at the redeveloped floating marinas.



Double Bay



Rose Bay looking WEST

As outlined the relocation plan provides several options for existing mooring tenants.

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