

Emailed Oct. 2, 2009

NAVIGATOR

A publication of the Lake Erie Marine Trades Association

October 2009

Attendance up at Cedar Point show

Five days of sunny skies put visitors and exhibitors in good moods and contributed to a 13 percent increase in attendance at the North American In-Water Boat Show, which was open Sept. 16-20 at Cedar Point.

The two Harbor North sailboats used for free rides were rarely at the dock on the weekend and the combined boat show and amusement park traffic on Saturday was heavy enough to force drivers to park in the southernmost aisles of the lot, which are usually reserved for Cedar Point's busses.

Many exhibitors said there were serious buyers in the crowd.

"There was a lot of interest in the pre-owned brokerage boats," said Show Manager Ken Alvey. "It's a sign that people are starting to feel comfortable spending money again."

Those shopping on a budget had many options to choose from, including craft in the packed Boats Under \$15,000 Pavilion and on the Demo Dock.

In an effort to bring new people into boating, a chicken wing eating contest was held on Saturday and the first 50 visitors to test drive a Toyota truck on Thursday and Friday were given free admission.

"This show has a tremendous upside," said Alvey. "The infrastructure is solid, the region is densely populated with boaters and when the weather cooperates, it is a great place to sell boats. I think we're starting to get back on track and hopefully, as the economy improves, we'll see the show reach its full potential in the near future."

The North American In-Water Boat Show will be held for the 38th consecutive summer in 2010, when it is scheduled to take place Sept. 15-19.



Contestants at left race to finish chicken wings on Saturday at the boat show.

Marina fee increases tabled...for now

LEMTA lobbyist Carolyn Towner helped stall the proposed state marina fee increase by testifying at a hearing with the Ohio Public Health Council on Oct. 1.

The fee, which is only paid by the 333 marinas on the Ohio River and Lake Erie, could rise from \$50 to \$116 if the increase is approved.

The council decided to table the measure until its November meeting and staffers said the marina rules will be up for a five year review soon.

Towner's testimony highlighted an agreement made in 1997 between the council and Boating Associations of Ohio.

That year, the marina fee was going to be raised from \$22.50 to \$65.00.

BAO members objected and a graduated increase was agreed to; the cost would be set at \$40 in 2005, \$50 in 2008 and \$60 in 2010.

Towner argued that marina owners have held up their ends of the deal and are content with the planned \$10 increase next year.

She used the hearing to point out other unjust rules in the health code, including the requirement that local health department fees be paid in addition to the state fee.

The local costs can vary drastically between health districts; for example, a marina with 550 or more moorings in Erie County would currently pay \$550 per year for a county marina license, while the same size in Cuyahoga County would cost \$730.

In light of the 2005 backflow prevention confusion (when the Ohio Department of Health mandated all #1011 fittings be swapped with #1052s, only to change the decision after hundreds

had been replaced to only allow #1024 models), Towner asked the council to take more time to review current fees at both the state and local level and send the fee increase rule back to the Department of Health for reconsideration.

Changes on horizon for Cleveland show

The Cleveland Boat & Waterfront Lifestyle Expo could have an exciting new name, new layout and new features by next week if the board of trustees approves changes being discussed by the show committee.

Details have not been worked out, but will be included in exhibitor brochures sent out later this month or in early November.

The 53rd annual event will be held Jan. 15-24, 2010.

2010 LEMTA show dates set

Cleveland Boat & Waterfront Lifestyle Expo: Jan. 15-24

Catawba Island Boat Show: April 30-May 2

Michigan City In-Water Boat Show: Aug. 26-29

North American In-Water Boat Show: Sept. 15-19

New industry blog launched

Ben Sherwood, former writer for Boat & Motor Dealer, launched a blog in September to share his thoughts on the marine industry. It can be accessed at <http://bensherwood.net>.

Norm Schultz's blog, which is now in its third year, continues to draw readers at http://blog.tradeonlytoday.com/dealer_outlook. Be sure to check it every Tuesday and Thursday when new material is posted.

Upcoming industry events

LEMTA General Meeting
Oct. 27 at the Holiday Inn Elyria

ODNR Watercraft Confluence
Nov. 4-5 at Salt Fork State Park
Details available at <http://www.dnr.state.oh.us/watercraft/tabid/2689/Default.aspx>

MRAA Marine Dealer Conference and Expo
Nov. 16-18 in Orlando, Fla.
Details available at www.boating-industry.com/mdce

AMI International Marina & Boatyard Conference
Jan. 27-29 in Tampa, Fla.
Details available at www.marinaassociation.org/imbc/register



1269 Bassett Road
Westlake, OH 44145
Phone: (440) 899-5009
Fax: (440) 899-5013
E-mail: lemta@aol.com
Website: lemta.com

Ken Alvey, President
Lynn Rhone, VP of Finance
Karen Fletterick, Accounts Receivable
Mike DiLorenzo, Advertising/PR Manager
Norm Schultz, President Emeritus