

FINAL Report for
**MARINA WATERFRONT DEVELOPMENT
FEASIBILITY STUDY**

Town of Deseronto, Ontario

Submitted By:

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June, 2012



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EXHIBIT 1 LENGTH OF BOATS REGISTERED WITHIN DESERONTO MARINA'S MAJOR MARKET AREAS

| Ontario¹ | | | | | | |
|------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Length | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |
| Under 6 metres | 926,744 | 933,037 | 954,644 | 956,367 | 957,501 | 957,722 |
| 6 m. to less than 8 metres | 86,707 | 91,553 | 93,743 | 97,948 | 101,714 | 105,122 |
| 8 m. to less than 9 metres | 10,647 | 10,934 | 11,208 | 11,443 | 11,720 | 12,010 |
| 9 m. to less than 11 metres | 12,805 | 13,564 | 14,365 | 15,295 | 16,145 | 16,819 |
| 11 m. to less than 14 metres | 8,027 | 8,436 | 8,869 | 9,394 | 9,843 | 10,206 |
| 14 metres+ | 4,162 | 4,516 | 4,775 | 5,114 | 5,335 | 5,580 |
| Total | 1,049,092 | 1,062,039 | 1,087,604 | 1,095,561 | 1,102,258 | 1,107,459 |
| Quebec¹ | | | | | | |
| Under 6 metres | 491,691 | 493,500 | 502,525 | 504,521 | 505,012 | 505,330 |
| 6 m. to less than 8 metres | 34,236 | 36,492 | 37,218 | 37,590 | 38,895 | 39,738 |
| 8 m. to less than 9 metres | 4,151 | 4,251 | 4,349 | 4,440 | 4,541 | 4,644 |
| 9 m. to less than 11 metres | 7,186 | 7,597 | 8,412 | 8,889 | 9,381 | 9,889 |
| 11 m. to less than 14 metres | 4,437 | 4,633 | 5,127 | 5,351 | 5,579 | 5,808 |
| 14 metres+ | 2,389 | 2,514 | 2,885 | 3,031 | 3,182 | 3,335 |
| Total | 544,090 | 548,987 | 560,516 | 563,822 | 566,590 | 568,744 |
| New York² | | | | | | |
| Under 6 metres | 495,770 | 501,817 | 507,938 | 507,452 | 506,495 | 505,735 |
| 6 m. to less than 8 metres | 38,194 | 37,569 | 37,256 | 37,068 | 36,836 | 36,603 |
| 8 m. to less than 9 metres | 6,053 | 6,129 | 6,270 | 6,258 | 6,323 | 6,370 |
| 9 m. to less than 11 metres | 6,674 | 7,154 | 7,425 | 7,503 | 7,587 | 7,644 |
| 11 m. to less than 14 metres | 6,858 | 7,318 | 7,681 | 7,895 | 7,944 | 7,983 |
| 14 metres+ | 3,323 | 3,512 | 3,648 | 3,710 | 3,806 | 3,875 |
| Total | 556,872 | 563,499 | 570,218 | 569,886 | 568,991 | 568,210 |

EXHIBIT 1 LENGTH OF BOATS REGISTERED WITHIN DESERONTO MARINA'S MAJOR MARKET AREAS (Continued)

| Total | | | | | | |
|------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Length | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |
| Under 6 metres | 1,914,205 | 1,928,354 | 1,965,107 | 1,968,340 | 1,969,008 | 1,968,787 |
| 6 m. to less than 8 metres | 159,137 | 165,614 | 168,217 | 172,606 | 177,445 | 181,463 |
| 8 m. to less than 9 metres | 20,851 | 21,314 | 21,827 | 22,141 | 22,584 | 23,024 |
| 9 m. to less than 11 metres | 26,665 | 28,315 | 30,202 | 31,687 | 33,113 | 34,352 |
| 11 m. to less than 14 metres | 19,322 | 20,387 | 21,677 | 22,640 | 23,366 | 23,997 |
| 14 metres+ | 9,874 | 10,542 | 11,308 | 11,855 | 12,323 | 12,790 |
| Total | 2,150,054 | 2,174,525 | 2,218,338 | 2,229,269 | 2,237,839 | 2,244,413 |

¹ Limited provincial data is available therefore breakdown is based on discussions with boat builders/manufacturers, Canadian Coast Guard Office of Boating, Service Canada, National Marine Manufacturers Association - Canada, Ontario Marine Operators Association, Canadian Yachting Association, Ontario Sailing Association, and Quebec Sailing Association

² Data from U.S. Coast Guard compiled by National Marine Manufacturers Association in their Annual Statistical Reports 2005 to 2010 and discussions with U.S. boat builders/manufacturers

Note: The number of registered boats in any one year has been adjusted to account for the number of boats leaving the fleet due to age, accident, un-repairable mechanics/hulls, etc.

EXHIBIT 2 WIDTH OF BOATS REGISTERED WITHIN DESERONTO MARINA'S MAJOR MARKET AREAS

| Ontario¹ | | | | | | |
|-----------------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Beam | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |
| Under 2 metres | 497,344 | 502,397 | 514,222 | 516,587 | 518,746 | 520,370 |
| 2 m. to less than 3 metres | 529,178 | 535,722 | 548,149 | 552,144 | 555,367 | 557,729 |
| 3 m. to less than 4 metres | 15,198 | 16,030 | 16,910 | 17,959 | 18,874 | 19,666 |
| 4 metres+ | 7,373 | 7,890 | 8,323 | 8,872 | 9,272 | 9,694 |
| Total | 1,049,092 | 1,062,039 | 1,087,604 | 1,095,561 | 1,102,258 | 1,107,459 |
| Quebec¹ | | | | | | |
| Under 2 metres | 255,141 | 256,819 | 261,959 | 263,031 | 264,076 | 264,865 |
| 2 m. to less than 3 metres | 275,382 | 277,798 | 283,441 | 285,052 | 286,281 | 287,261 |
| 3 m. to less than 4 metres | 8,692 | 9,194 | 9,668 | 10,058 | 10,372 | 10,621 |
| 4 metres+ | 4,875 | 5,176 | 5,448 | 5,680 | 5,861 | 5,996 |
| Total | 544,090 | 548,987 | 560,516 | 563,822 | 566,590 | 568,744 |
| New York² | | | | | | |
| Under 2 metres | 258,272 | 260,652 | 263,387 | 263,004 | 262,613 | 262,223 |
| 2 m. to less than 3 metres | 282,808 | 286,039 | 289,307 | 289,024 | 288,306 | 287,764 |
| 3 m. to less than 4 metres | 9,726 | 10,369 | 10,804 | 10,990 | 11,089 | 11,165 |
| 4 metres+ | 6,066 | 6,439 | 6,720 | 6,868 | 6,984 | 7,058 |
| Total | 556,872 | 563,499 | 570,218 | 569,886 | 568,991 | 568,210 |
| Total | | | | | | |
| Under 2 metres | 1,010,757 | 1,019,868 | 1,039,568 | 1,042,622 | 1,045,435 | 1,047,458 |
| 2 m. to less than 3 metres | 1,087,368 | 1,099,559 | 1,120,897 | 1,126,220 | 1,129,954 | 1,132,754 |
| 3 m. to less than 4 metres | 33,616 | 35,593 | 37,382 | 39,007 | 40,335 | 41,452 |
| 4 metres+ | 18,314 | 19,505 | 20,491 | 21,420 | 22,117 | 22,748 |
| Total | 2,150,054 | 2,174,525 | 2,218,338 | 2,229,269 | 2,237,839 | 2,244,413 |

¹ Limited provincial data is available therefore breakdown is based on discussions with boat builders/manufacturers, Canadian Coast Guard Office of Boating, Service Canada and National Marine Manufacturers Association - Canada, Ontario Marine Operators Association, Canadian Yachting Association, Ontario Sailing Association, and Quebec Sailing Association

² Data from U.S. Coast Guard compiled by National Marine Manufacturers Association in their Annual Statistical Reports 2005 to 2010 and discussions with U.S. boat builders/manufacturers

EXHIBIT 3 DRAFT OF BOATS REGISTERED WITHIN DESERONTO MARINA'S MAJOR MARKET AREAS

| Ontario¹ | | | | | | |
|------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Draft | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |
| Under 0.61 m. | 472,408 | 478,209 | 490,862 | 493,299 | 496,315 | 498,572 |
| 0.61 m. to less than 0.91 m. | 421,520 | 426,727 | 436,164 | 440,197 | 442,887 | 444,910 |
| 0.91 m. to less than 1.22 m. | 126,520 | 128,082 | 130,914 | 132,124 | 132,933 | 133,540 |
| 1.22 m. to less than 1.52 m. | 25,605 | 25,925 | 26,497 | 26,743 | 26,906 | 27,029 |
| 1.52 m. to less than 1.83 m. | 2,079 | 2,130 | 2,177 | 2,200 | 2,213 | 2,331 |
| 1.83 m.+ | 960 | 966 | 988 | 998 | 1,003 | 1,077 |
| Total | 1,049,092 | 1,062,039 | 1,087,604 | 1,095,561 | 1,102,258 | 1,107,459 |
| Quebec¹ | | | | | | |
| Under 0.61 m. | 245,004 | 247,196 | 252,386 | 253,873 | 255,119 | 256,084 |
| 0.61 m. to less than 0.91 m. | 218,616 | 220,583 | 225,216 | 226,544 | 227,657 | 228,521 |
| 0.91 m. to less than 1.22 m. | 65,617 | 66,208 | 67,598 | 67,997 | 68,332 | 68,590 |
| 1.22 m. to less than 1.52 m. | 13,276 | 13,400 | 13,682 | 13,763 | 13,830 | 13,884 |
| 1.52 m. to less than 1.83 m. | 1,088 | 1,101 | 1,124 | 1,132 | 1,137 | 1,146 |
| 1.83 m.+ | 489 | 499 | 510 | 514 | 515 | 519 |
| Total | 544,090 | 548,987 | 560,516 | 563,822 | 566,590 | 568,744 |
| New York² | | | | | | |
| Under 0.61 m. | 250,760 | 253,693 | 256,667 | 256,522 | 256,026 | 255,652 |
| 0.61 m. to less than 0.91 m. | 223,751 | 226,415 | 229,114 | 228,934 | 228,620 | 228,307 |
| 0.91 m. to less than 1.22 m. | 67,159 | 67,958 | 68,768 | 68,715 | 68,621 | 68,526 |
| 1.22 m. to less than 1.52 m. | 13,587 | 13,755 | 13,919 | 13,909 | 13,889 | 13,870 |
| 1.52 m. to less than 1.83 m. | 1,114 | 1,158 | 1,207 | 1,247 | 1,267 | 1,282 |
| 1.83 m.+ | 501 | 521 | 544 | 560 | 568 | 573 |
| Total | 556,872 | 563,499 | 570,218 | 569,886 | 568,991 | 568,210 |
| Total | | | | | | |
| Under 0.61 m. | 968,172 | 979,098 | 999,915 | 1,003,694 | 1,007,460 | 1,010,308 |
| 0.61 m. to less than 0.91 m. | 863,887 | 873,725 | 890,494 | 895,675 | 899,164 | 901,738 |
| 0.91 m. to less than 1.22 m. | 259,296 | 262,248 | 267,280 | 268,836 | 269,886 | 270,656 |
| 1.22 m. to less than 1.52 m. | 52,468 | 53,080 | 54,098 | 54,415 | 54,625 | 54,783 |
| 1.52 m. to less than 1.83 m. | 4,281 | 4,389 | 4,508 | 4,579 | 4,617 | 4,759 |
| 1.83 m.+ | 1,950 | 1,986 | 2,042 | 2,072 | 2,086 | 2,169 |
| Total | 2,150,054 | 2,174,525 | 2,218,338 | 2,229,269 | 2,237,839 | 2,244,413 |

¹ Limited provincial data is available therefore breakdown is based on discussions with boat builders/manufacturers, Canadian Coast Guard Office of Boating, Service Canada and National Marine Manufacturers Association - Canada, Canadian Yachting Association, Ontario Sailing Association, and Quebec Sailing Association

² Data from U.S. Coast Guard compiled by National Marine Manufacturers Association in their Annual Statistical Reports 2005 to 2010 and discussions with U.S. boat builders/manufacturers

EXHIBIT 4 TYPE OF BOATS REGISTERED WITHIN PROPOSED DESERONTO MARINA'S MAJOR MARKET AREAS

| Ontario¹ | | | | | | |
|-----------------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Draft | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |
| Outboard boats | 693,121 | 699,289 | 715,349 | 721,929 | 725,687 | 728,442 |
| Inboard boats | 90,016 | 92,167 | 96,066 | 95,279 | 96,308 | 97,199 |
| Sterndrive boats | 137,478 | 138,674 | 143,241 | 143,638 | 144,544 | 145,298 |
| Sailboats | 128,477 | 131,909 | 132,949 | 134,715 | 135,719 | 136,520 |
| Total | 1,049,092 | 1,062,039 | 1,087,604 | 1,095,561 | 1,102,258 | 1,107,459 |
| Quebec¹ | | | | | | |
| Outboard boats | 359,498 | 361,475 | 368,606 | 371,537 | 373,015 | 374,085 |
| Inboard boats | 46,660 | 47,643 | 49,511 | 49,034 | 49,513 | 49,941 |
| Sterndrive boats | 71,300 | 71,653 | 73,854 | 73,922 | 74,300 | 74,597 |
| Sailboats | 66,632 | 68,216 | 68,545 | 69,329 | 69,763 | 70,121 |
| Total | 544,090 | 548,987 | 560,516 | 563,822 | 566,590 | 568,744 |
| New York² | | | | | | |
| Outboard boats | 367,918 | 371,031 | 375,049 | 375,532 | 374,601 | 373,746 |
| Inboard boats | 47,781 | 48,902 | 50,366 | 49,562 | 49,715 | 49,879 |
| Sterndrive boats | 72,975 | 73,578 | 75,100 | 74,717 | 74,613 | 74,523 |
| Sailboats | 68,197 | 69,988 | 69,703 | 70,075 | 70,062 | 70,063 |
| Total | 556,872 | 563,499 | 570,218 | 569,886 | 568,991 | 568,210 |
| Total | | | | | | |
| Outboard boats | 1,420,538 | 1,431,795 | 1,459,005 | 1,468,998 | 1,473,304 | 1,476,274 |
| Inboard boats | 184,457 | 188,712 | 195,943 | 193,875 | 195,536 | 197,019 |
| Sterndrive boats | 281,753 | 283,905 | 292,195 | 292,277 | 293,457 | 294,418 |
| Sailboats | 263,306 | 270,113 | 271,197 | 274,119 | 275,544 | 276,704 |
| Total | 2,150,054 | 2,174,525 | 2,218,338 | 2,229,269 | 2,237,839 | 2,244,413 |

¹ Limited provincial data is available therefore breakdown is based on discussions with boat builders/manufacturers, Ontario Marine Operators Association, Canadian Coast Guard Office of Boating, and National Marine Manufacturers Association - Canada, Yachting Association, Ontario Sailing Association, and Quebec Sailing Association

² Data from U.S. Coast Guard compiled by National Marine Manufacturers Association in their Annual Statistical Reports 2000 to 2006 and discussions with U.S. boat builders/manufacturers

EXHIBIT 5 PROJECTED GROWTH BY LENGTH OF BOATS REGISTERED WITHIN DESERONTO MARINA'S MAJOR MARKET AREAS

| Ontario¹ | | | | | | | | | | | | | |
|------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Length | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| Under 6 metres | 963,950 | 970,220 | 976,530 | 982,880 | 989,270 | 994,910 | 1,000,580 | 1,006,280 | 1,012,020 | 1,017,790 | 1,023,590 | 1,029,420 | 1,035,290 |
| 6 m. to less than 8 metres | 108,280 | 111,530 | 114,880 | 118,330 | 121,880 | 124,810 | 127,810 | 130,880 | 134,020 | 137,240 | 140,530 | 143,900 | 147,350 |
| 8 m. to less than 9 metres | 12,300 | 12,600 | 12,900 | 13,210 | 13,530 | 13,820 | 14,120 | 14,420 | 14,730 | 15,050 | 15,380 | 15,710 | 16,050 |
| 9 m. to less than 11 metres | 17,790 | 18,820 | 19,910 | 21,060 | 22,280 | 23,440 | 24,660 | 25,950 | 27,300 | 28,730 | 30,230 | 31,810 | 33,470 |
| 11 m. to less than 14 metres | 10,730 | 11,280 | 11,860 | 12,460 | 13,100 | 13,740 | 14,410 | 15,110 | 15,840 | 16,610 | 17,420 | 18,260 | 19,150 |
| 14 metres+ | 5,910 | 6,260 | 6,640 | 7,040 | 7,460 | 7,890 | 8,340 | 8,820 | 9,320 | 9,850 | 10,410 | 11,000 | 11,630 |
| Total | 1,118,960 | 1,130,710 | 1,142,720 | 1,154,980 | 1,167,520 | 1,178,610 | 1,189,920 | 1,201,460 | 1,213,230 | 1,225,270 | 1,237,560 | 1,250,100 | 1,262,940 |
| Quebec¹ | | | | | | | | | | | | | |
| Under 6 metres | 508,010 | 510,700 | 513,410 | 516,130 | 518,870 | 521,410 | 523,960 | 526,530 | 529,110 | 531,700 | 534,310 | 536,930 | 539,560 |
| 6 m. to less than 8 metres | 40,890 | 42,080 | 43,300 | 44,560 | 45,850 | 46,870 | 47,910 | 48,980 | 50,070 | 51,180 | 52,320 | 53,480 | 54,670 |
| 8 m. to less than 9 metres | 4,750 | 4,860 | 4,970 | 5,080 | 5,190 | 5,280 | 5,380 | 5,480 | 5,580 | 5,680 | 5,780 | 5,880 | 5,990 |
| 9 m. to less than 11 metres | 10,380 | 10,900 | 11,450 | 12,020 | 12,620 | 13,160 | 13,720 | 14,300 | 14,910 | 15,540 | 16,200 | 16,890 | 17,610 |
| 11 m. to less than 14 metres | 6,090 | 6,380 | 6,690 | 7,010 | 7,350 | 7,670 | 8,000 | 8,350 | 8,710 | 9,090 | 9,480 | 9,890 | 10,320 |
| 14 metres+ | 3,530 | 3,730 | 3,950 | 4,180 | 4,420 | 4,650 | 4,890 | 5,150 | 5,420 | 5,700 | 6,000 | 6,310 | 6,640 |
| Total | 573,650 | 578,650 | 583,770 | 588,980 | 594,300 | 599,040 | 603,860 | 608,790 | 613,800 | 618,890 | 624,090 | 629,380 | 634,790 |

EXHIBIT 5 PROJECTED GROWTH BY LENGTH OF BOATS REGISTERED WITHIN DESERONTO MARINA'S MAJOR MARKET AREAS (Continued)

| New York² | | | | | | | | | | | | | |
|------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Length | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| Under 6 metres | 503,460 | 501,190 | 498,930 | 496,680 | 494,440 | 496,170 | 497,910 | 499,650 | 501,400 | 503,150 | 504,910 | 506,680 | 508,450 |
| 6 m. to less than 8 metres | 36,570 | 36,540 | 36,510 | 36,480 | 36,450 | 36,670 | 36,890 | 37,110 | 37,330 | 37,550 | 37,780 | 38,010 | 38,240 |
| 8 m. to less than 9 metres | 6,460 | 6,550 | 6,640 | 6,730 | 6,820 | 6,890 | 6,960 | 7,030 | 7,100 | 7,170 | 7,240 | 7,310 | 7,380 |
| 9 m. to less than 11 metres | 7,840 | 8,040 | 8,240 | 8,450 | 8,660 | 8,820 | 8,990 | 9,160 | 9,330 | 9,500 | 9,680 | 9,860 | 10,040 |
| 11 m. to less than 14 metres | 8,210 | 8,450 | 8,700 | 8,950 | 9,210 | 9,420 | 9,640 | 9,860 | 10,090 | 10,320 | 10,560 | 10,800 | 11,050 |
| 14 metres+ | 3,990 | 4,110 | 4,230 | 4,360 | 4,490 | 4,600 | 4,720 | 4,840 | 4,960 | 5,080 | 5,210 | 5,340 | 5,470 |
| Total | 566,530 | 564,880 | 563,250 | 561,650 | 560,070 | 562,570 | 565,110 | 567,650 | 570,210 | 572,770 | 575,380 | 578,000 | 580,630 |
| Total | | | | | | | | | | | | | |
| Under 6 metres | 1,975,420 | 1,982,110 | 1,988,870 | 1,995,690 | 2,002,580 | 2,012,490 | 2,022,450 | 2,032,460 | 2,042,530 | 2,052,640 | 2,062,810 | 2,073,030 | 2,083,300 |
| 6 m. to less than 8 metres | 185,740 | 190,150 | 194,690 | 199,370 | 204,180 | 208,350 | 212,610 | 216,970 | 221,420 | 225,970 | 230,630 | 235,390 | 240,260 |
| 8 m. to less than 9 metres | 23,510 | 24,010 | 24,510 | 25,020 | 25,540 | 25,990 | 26,460 | 26,930 | 27,410 | 27,900 | 28,400 | 28,900 | 29,420 |
| 9 m. to less than 11 metres | 36,010 | 37,760 | 39,600 | 41,530 | 43,560 | 45,420 | 47,370 | 49,410 | 51,540 | 53,770 | 56,110 | 58,560 | 61,120 |
| 11 m. to less than 14 metres | 25,030 | 26,110 | 27,250 | 28,420 | 29,660 | 30,830 | 32,050 | 33,320 | 34,640 | 36,020 | 37,460 | 38,950 | 40,520 |
| 14 metres+ | 13,430 | 14,100 | 14,820 | 15,580 | 16,370 | 17,140 | 17,950 | 18,810 | 19,700 | 20,630 | 21,620 | 22,650 | 23,740 |
| Total | 2,259,140 | 2,274,240 | 2,289,740 | 2,305,610 | 2,321,890 | 2,340,220 | 2,358,890 | 2,377,900 | 2,397,240 | 2,414,930 | 2,437,030 | 2,457,480 | 2,478,360 |

Note: The number of registered boats in any one year has been adjusted to account for the number of boats leaving the fleet due to age, accident, un-repairable mechanics/hulls, etc.

EXHIBIT 6 PROJECTED GROWTH BY WIDTH OF BOATS REGISTERED WITHIN DESERONTO MARINA'S MAJOR MARKET AREAS

| Ontario¹ | | | | | | | | | | | | | |
|-----------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Beam | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| Under 2 metres | 522,170 | 523,990 | 525,830 | 527,690 | 529,580 | 531,310 | 533,050 | 534,790 | 536,550 | 538,330 | 540,110 | 541,890 | 543,700 |
| 2 m. to <3 metres | 565,760 | 573,920 | 582,220 | 590,650 | 599,220 | 606,420 | 613,720 | 621,120 | 628,600 | 636,200 | 643,890 | 651,670 | 659,560 |
| 3 m. to <4 metres | 20,780 | 21,950 | 23,190 | 24,490 | 25,870 | 27,290 | 28,780 | 30,360 | 32,030 | 33,780 | 35,640 | 37,600 | 39,660 |
| 4 metres+ | 10,250 | 10,850 | 11,480 | 12,150 | 12,850 | 13,590 | 14,370 | 15,190 | 16,050 | 16,960 | 17,920 | 18,940 | 20,020 |
| Total | 1,118,960 | 1,130,710 | 1,142,720 | 1,154,980 | 1,167,520 | 1,178,610 | 1,189,920 | 1,201,460 | 1,213,230 | 1,225,270 | 1,237,560 | 1,250,100 | 1,262,940 |
| Quebec¹ | | | | | | | | | | | | | |
| Under 2 metres | 266,570 | 268,290 | 270,040 | 271,800 | 273,600 | 275,170 | 276,760 | 278,370 | 279,990 | 281,620 | 283,260 | 284,920 | 286,590 |
| 2 m. to <3 metres | 289,620 | 292,020 | 294,460 | 296,920 | 299,410 | 301,530 | 303,660 | 305,820 | 308,000 | 310,190 | 312,410 | 314,640 | 316,910 |
| 3 m. to <4 metres | 11,150 | 11,710 | 12,300 | 12,920 | 13,570 | 14,230 | 14,920 | 15,650 | 16,410 | 17,210 | 18,050 | 18,930 | 19,850 |
| 4 metres+ | 6,310 | 6,630 | 6,970 | 7,340 | 7,720 | 8,110 | 8,520 | 8,950 | 9,400 | 9,870 | 10,370 | 10,890 | 11,440 |
| Total | 573,650 | 578,650 | 583,770 | 588,980 | 594,300 | 599,040 | 603,860 | 608,790 | 613,800 | 618,890 | 624,090 | 629,380 | 634,790 |
| New York² | | | | | | | | | | | | | |
| Under 2 metres | 261,030 | 259,850 | 258,660 | 257,480 | 256,300 | 257,010 | 257,720 | 258,420 | 259,110 | 259,790 | 260,470 | 261,150 | 261,820 |
| 2 m. to <3 metres | 286,680 | 285,600 | 284,520 | 283,450 | 282,370 | 283,380 | 284,400 | 285,380 | 286,370 | 287,350 | 288,330 | 289,300 | 290,260 |
| 3 m. to <4 metres | 11,510 | 11,870 | 12,250 | 12,630 | 13,030 | 13,490 | 13,970 | 14,480 | 15,000 | 15,530 | 16,080 | 16,650 | 17,230 |
| 4 metres+ | 7,310 | 7,560 | 7,820 | 8,090 | 8,370 | 8,690 | 9,020 | 9,370 | 9,730 | 10,100 | 10,500 | 10,900 | 11,320 |
| Total | 566,530 | 564,880 | 563,250 | 561,650 | 560,070 | 562,570 | 565,110 | 567,650 | 570,210 | 572,770 | 575,380 | 578,000 | 580,630 |
| Total | | | | | | | | | | | | | |
| Under 2 metres | 1,049,770 | 1,052,130 | 1,054,530 | 1,056,970 | 1,059,480 | 1,063,490 | 1,067,530 | 1,071,580 | 1,075,650 | 1,079,740 | 1,083,840 | 1,087,960 | 1,092,110 |
| 2 m. to <3 metres | 1,142,060 | 1,151,540 | 1,161,200 | 1,171,020 | 1,181,000 | 1,191,330 | 1,201,780 | 1,212,320 | 1,222,990 | 1,233,740 | 1,244,630 | 1,255,610 | 1,266,730 |
| 3 m. to <4 metres | 43,440 | 45,530 | 47,740 | 50,040 | 52,470 | 55,010 | 57,670 | 60,490 | 63,440 | 66,520 | 69,770 | 73,180 | 76,740 |
| 4 metres+ | 23,870 | 25,040 | 26,270 | 27,580 | 28,940 | 30,390 | 31,910 | 33,510 | 35,180 | 36,930 | 38,790 | 40,730 | 42,780 |
| Total | 2,259,140 | 2,274,240 | 2,289,740 | 2,305,610 | 2,321,890 | 2,340,220 | 2,358,890 | 2,377,900 | 2,397,240 | 2,416,930 | 2,437,030 | 2,457,480 | 2,478,360 |

EXHIBIT 7 PROJECTED GROWTH BY DRAFT OF BOATS REGISTERED WITHIN DESERONTO MARINA'S MAJOR MARKET AREAS

| Ontario¹ | | | | | | | | | | | | | |
|------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Draft | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| Under 0.61 m. | 503,590 | 508,700 | 513,940 | 519,270 | 524,710 | 529,510 | 534,390 | 539,400 | 544,470 | 549,660 | 554,990 | 560,390 | 565,930 |
| 0.61 m. to less than 0.91 m. | 449,390 | 453,960 | 458,640 | 463,410 | 468,280 | 472,570 | 476,940 | 481,390 | 485,940 | 490,590 | 495,330 | 500,180 | 505,130 |
| 0.91 m. to less than 1.22 m. | 134,880 | 136,260 | 137,660 | 139,090 | 140,560 | 141,850 | 143,170 | 144,500 | 145,870 | 147,270 | 148,690 | 150,150 | 151,640 |
| 1.22 m. to less than 1.52 m. | 27,600 | 28,190 | 28,790 | 29,410 | 30,060 | 30,660 | 31,290 | 31,920 | 32,580 | 33,250 | 33,940 | 34,640 | 35,370 |
| 1.52 m. to less than 1.83 m. | 2,390 | 2,460 | 2,520 | 2,580 | 2,650 | 2,710 | 2,780 | 2,860 | 2,940 | 3,020 | 3,090 | 3,170 | 3,260 |
| 1.83 m.+ | 1,110 | 1,140 | 1,170 | 1,220 | 1,260 | 1,300 | 1,350 | 1,390 | 1,430 | 1,480 | 1,520 | 1,570 | 1,610 |
| Total | 1,118,960 | 1,130,710 | 1,142,720 | 1,154,980 | 1,167,520 | 1,178,610 | 1,189,920 | 1,201,460 | 1,213,230 | 1,225,270 | 1,237,560 | 1,250,100 | 1,262,940 |
| Quebec¹ | | | | | | | | | | | | | |
| Under 0.61 m. | 258,230 | 260,430 | 262,660 | 264,940 | 267,260 | 269,340 | 271,430 | 273,580 | 275,760 | 277,990 | 280,240 | 282,550 | 284,890 |
| 0.61 m. to less than 0.91 m. | 230,440 | 232,390 | 234,400 | 236,430 | 238,520 | 240,360 | 242,240 | 244,170 | 246,120 | 248,100 | 250,130 | 252,190 | 254,290 |
| 0.91 m. to less than 1.22 m. | 69,170 | 69,760 | 70,360 | 70,980 | 71,610 | 72,160 | 72,730 | 73,300 | 73,890 | 74,490 | 75,100 | 75,720 | 76,350 |
| 1.22 m. to less than 1.52 m. | 14,110 | 14,340 | 14,580 | 14,830 | 15,080 | 15,310 | 15,550 | 15,800 | 16,050 | 16,300 | 16,560 | 16,830 | 17,110 |
| 1.52 m. to less than 1.83 m. | 1,170 | 1,190 | 1,220 | 1,240 | 1,260 | 1,280 | 1,310 | 1,330 | 1,360 | 1,380 | 1,410 | 1,430 | 1,470 |
| 1.83 m.+ | 530 | 540 | 550 | 560 | 570 | 590 | 600 | 610 | 620 | 630 | 650 | 660 | 680 |
| Total | 573,650 | 578,650 | 583,770 | 588,980 | 594,300 | 599,040 | 603,860 | 608,790 | 613,800 | 618,890 | 624,090 | 629,380 | 634,790 |

EXHIBIT 7 PROJECTED GROWTH BY DRAFT OF BOATS REGISTERED WITHIN DESERONTO MARINA'S MAJOR MARKET AREAS (Continued)

| New York² | | | | | | | | | | | | | |
|------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Length | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| Under 0.61 m. | 254,820 | 254,000 | 253,200 | 252,410 | 251,630 | 252,690 | 253,790 | 254,870 | 255,970 | 257,070 | 258,180 | 259,310 | 260,410 |
| 0.61 m. to less than 0.91 m. | 227,600 | 226,920 | 226,230 | 225,550 | 224,880 | 225,870 | 226,870 | 227,870 | 228,880 | 229,890 | 230,930 | 231,960 | 233,000 |
| 0.91 m. to less than 1.22 m. | 68,320 | 68,110 | 67,900 | 67,700 | 67,500 | 67,800 | 68,100 | 68,410 | 68,720 | 69,030 | 69,340 | 69,660 | 69,980 |
| 1.22 m. to less than 1.52 m. | 13,870 | 13,870 | 13,870 | 13,860 | 13,860 | 13,960 | 14,060 | 14,160 | 14,250 | 14,350 | 14,450 | 14,550 | 14,660 |
| 1.52 m. to less than 1.83 m. | 1,320 | 1,370 | 1,410 | 1,460 | 1,510 | 1,530 | 1,540 | 1,550 | 1,570 | 1,580 | 1,600 | 1,610 | 1,630 |
| 1.83 m.+ | 600 | 610 | 640 | 670 | 690 | 720 | 760 | 790 | 820 | 850 | 880 | 910 | 950 |
| Total | 566,530 | 564,880 | 563,250 | 561,650 | 560,070 | 562,570 | 565,100 | 567,650 | 570,210 | 572,770 | 575,380 | 578,000 | 580,630 |
| Total | | | | | | | | | | | | | |
| Under 0.61 m. | 1,016,640 | 1,023,130 | 1,029,800 | 1,036,620 | 1,043,600 | 1,051,540 | 1,059,610 | 1,067,850 | 1,076,200 | 1,084,720 | 1,093,410 | 1,102,250 | 1,111,230 |
| 0.61 m. to less than 0.91 m. | 907,430 | 913,270 | 919,270 | 925,390 | 931,680 | 938,800 | 946,050 | 953,430 | 960,940 | 968,580 | 976,390 | 984,330 | 992,420 |
| 0.91 m. to less than 1.22 m. | 272,370 | 274,130 | 275,920 | 277,770 | 279,670 | 281,810 | 284,000 | 286,210 | 288,480 | 290,790 | 293,130 | 295,530 | 297,970 |
| 1.22 m. to less than 1.52 m. | 55,580 | 56,400 | 57,240 | 58,100 | 59,000 | 59,930 | 60,900 | 61,880 | 62,880 | 63,900 | 64,950 | 66,020 | 67,140 |
| 1.52 m. to less than 1.83 m. | 4,880 | 5,020 | 5,150 | 5,280 | 5,420 | 5,520 | 5,630 | 5,740 | 5,870 | 5,980 | 6,100 | 6,210 | 6,360 |
| 1.83 m.+ | 2,240 | 2,290 | 2,360 | 2,450 | 2,520 | 2,610 | 2,710 | 2,790 | 2,870 | 2,960 | 3,050 | 3,140 | 3,240 |
| Total | 2,259,140 | 2,274,240 | 2,289,740 | 2,305,610 | 2,321,890 | 2,340,220 | 2,358,890 | 2,377,900 | 2,397,240 | 2,416,930 | 2,437,030 | 2,457,480 | 2,478,360 |

EXHIBIT 8A SEASONAL MARINAS WITHIN 50 KILOMETRES OF PROPOSED DESERONTO MARINA – NUMBER AND SIZE OF SLIPS

| Marina | Location | Total Slips | Seasonal Slips | Transient Slips | Seasonal Slips ¹ Occupied | Max. Length | Draft | Fuel | Launch Ramp | Marine Supplies |
|--------------------------|---|------------------------------|------------------------------------|------------------|--------------------------------------|-------------|---------|---------------|--|-----------------|
| Deseronto Yacht Club | Deseronto, Ontario 598 Water Street 613-453-6775 | 8+24 in 17 boat houses | 30 | 2 | | 24 ft. | 7 ft. | | Yes \$2.00 daily for non- member | |
| Baycrest Lodge & Marina | Demorestville, Ontario Big Island 613-476-5357 | 45 | 41 | 4 | | 40 ft. | 5 ft. | Gas Diesel | Yes | Yes |
| Meyer's Pier Marina | Belleville, Ontario 1 South Front Street 613-957-1906 | 172 | 154 | 18 | | 55 ft. | 10 ft. | Gas Diesel | Yes \$6.00/ day \$55.00/ season | Yes |
| Victoria Park Harbour | Belleville, Ontario Victoria Park 613-967-1906 | 136 | 136 | | | 30 ft. | 8 ft. | | | |
| Bay of Quinte Yacht Club | Belleville, Ontario Victoria Park 613-966-5931 | 130 | 118 | 12 reciprocal | | 60 ft. | 6 ft. | | | |
| Belle Harbour | Belleville, Ontario 25 Dundas Street West 613-966-9338 | 200 | 170 | 30 | | 50 ft. | 5 ft. | Gas Diesel | | Yes |
| Stillwater Basin Marina | Belleville, Ontario 9 Wilke Street 613-966-1220 | 55 | 50 | 5 | | 35 ft. | 6.5 ft. | | | |
| Bay Marine | Quinte West, Ontario 145 Lakeside Street 613-394-6691 | 52 | 40 | 12 | | 60 ft. | 8 ft. | Gas Diesel | Yes | Yes |
| CFB Trenton Yacht Club | Quinte West, Ontario Bakers Island 613-392-8995 | 110 | 100 | 10 reciprocal | | 45 ft. | 5.5 ft. | | | |
| Robert Patrick Marina | Quinte West, Ontario Couch Crescent, Fraser Park 613-392-4190 | 90 | 90 | | | 36 ft. | 3.5 ft. | | | |
| Trenton Yacht Club | Quinte West, Ontario Couch Crescent, Fraser Park 613-394-5774 | 14 | Club uses 14 slips at marina | | | 36 ft. | 3.5 ft. | | | |
| Stoneburg Cove Resort | Carrying Place, Ontario 63 Carter Road 613-475-0765 | 65 | 63 | 2 | | 45 ft. | 5 ft. | Gas Diesel | | |

EXHIBIT 8A SEASONAL MARINAS WITHIN 50 KILOMETRES OF PROPOSED DESERONTO MARINA – NUMBER AND SIZE OF SLIPS (Continued)

| Marina | Location | Total Slips | Seasonal Slips | Transient Slips | Seasonal Slips ¹ Occupied | Max. Length | Draft | Fuel | Launch Ramp | Marine Supplies |
|---------------------------------|---|-------------|----------------|-------------------------------------|--------------------------------------|-------------|---------|---------------|---|-----------------|
| Wellers Bay Campground & Marina | Carrying Place, Ontario 79 Carter Road 613-475-3113 | 22 | 10 | 12 | | 28 ft. | 8 ft. | Gas | Yes \$5.00 daily | Yes |
| Colasante RV Park & Marina | Carrying Place, Ontario 97 Carter Road 613-475-4561 | 20 | 17 | 3 | | 40 ft. | 3 ft. | | Yes | |
| Camp Barcovan | Carrying Place, Ontario 133 Carter Road 613-475-1355 | 20 | 20 | Only when seasonal slips are vacant | | 25 ft. | 3.5 ft. | | Yes \$4.50 daily | |
| Wellington Harbour | Wellington, Ontario 151 Main Street 613-399-3649 | 40 | 26 | 14 | | 40 ft. | 5 ft. | Gas Diesel | Yes \$5.65 daily \$56.50/ Season | Yes |
| West Lake Marina | Bloomfield, Ontario Base Lane, Hwy 33 613-399-3049 | 25 | 20 | 5 | | 25 ft. | 3.5 ft. | Gas | Yes | |
| Waupoos Marina | Waupoos, Ontario 65 County Road 38 613-476-2926 | 120 | 80 | 40 | | 65 ft. | 8 ft. | Gas Diesel | Yes \$6.50 Daily | Yes |
| Prinyer's Cove Marina | Picton, Ontario 20 Bridge Street 613-476-2076 | 30 | 15 | 15 | | 40 ft. | 8 ft. | | Yes \$6.00 daily | |
| Prinyer's Cove Cruising Club | Picton, Ontario 107 Cressy Bayside Road 613-476-6835 | 25 | 25 | Only when seasonal slips are vacant | | 40 ft. | 8 ft. | | | |
| Prince Edward Cruising Club | Picton, Ontario 97 Bridge Street 613-476-2709 | 15 | 12 | 3 | | 35 ft. | 9 ft. | | | |
| Picton Harbour Marina | Picton, Ontario 1 Head Street 613-476-7438 | 20 | 14 | 6 | | 100 ft. | 8 ft. | Gas Diesel | Yes \$6.00 daily \$56.50/ Season | |
| Tip of the Bay Hotel & Marina | Picton, Ontario 35 Bridge Street 888-955-5030 | 65 | 45 | 20 | | 120 ft. | 5 ft. | | | |
| Prince Edward Yacht Club | Picton, Ontario 30 Fairfield Street 613-476-5585 | 72 | 70 | 2 | | 38 ft. | 7 ft. | | | |

EXHIBIT 8A SEASONAL MARINAS WITHIN 50 KILOMETRES OF PROPOSED DESERONTO MARINA – NUMBER AND SIZE OF SLIPS (Continued)

| Marina | Location | Total Slips | Seasonal Slips | Transient Slips | Seasonal Slips ¹ Occupied | Max. Length | Draft | Fuel | Launch Ramp | Marine Supplies |
|-------------------------------------|--|-------------|---------------------------------|--|--------------------------------------|-------------|--------|---------------|--|-----------------|
| Loyalist Cove Marina | Bath, Ontario 185 Main Street 613-352-3478 | 90 | 85 | 5 | | 60 ft. | 5 ft. | Gas Diesel | Yes \$5.00 daily | |
| Collins Bay Marina | Kingston, Ontario 1270 Cloverdale Drive 613-389-4455 | 300 | 250 | 50 | | 50 ft. | 5 ft. | Gas Diesel | Yes \$5.00 daily | |
| Collins Bay Yacht Club | Kingston, Ontario 765 Bayride Drive 613-389-4455 | 50 | Club uses slips at marina | Reciprocal only when members away | | 50 ft. | 5 ft. | | | |
| Blue Woods Marina | Kingston, Ontario 4000 Bath Road 613-634-1304 | 90 | 82 | 8 | | 40 ft. | 5 ft. | | Yes \$5.00 daily | Yes |
| Portsmouth Olympic Harbour | Kingston, Ontario 53 Yonge Street 613-549-1007 | 250 | 220 | 30 | | 120 ft. | 10 ft. | Gas Diesel | Yes \$13.05 - 1x \$39.17 - 4x \$65.01 - 8x \$91.07 - 10x | |
| Kingston Yacht Club | Kingston, Ontario 1 Maitland Street 613-548-3052 | 80 | 80 | Reciprocal only when members away | | 40 ft. | 9 ft. | Gas Diesel | | Yes |
| Flora MacDonald Confederation Basin | Kingston, Ontario 30 Clarence Street 613-542-2134 | 400 | 100 | 300 | | 145 ft. | 6 ft. | | | |
| Kingston Marina | Kingston, Ontario 349 Wellington Street 613-549-7747 | 110 | 90 | 20 | | 200 ft. | 8 ft. | Gas Diesel | Yes \$10.00 each way | |

EXHIBIT 8A SEASONAL MARINAS WITHIN 50 KILOMETRES OF PROPOSED DESERONTO MARINA – NUMBER AND SIZE OF SLIPS (Continued)

| Marina | Location | Total Slips | Seasonal Slips | Transient Slips | Seasonal Slips ¹ Occupied | Max. Length | Draft | Fuel | Launch Ramp | Marine Supplies |
|----------------------------|---|-------------|----------------|----------------------|--------------------------------------|-------------|-------|---------------|---|-----------------|
| Rideau Marina | Kingston, Ontario 48A Point Street 613-546-6234 | 114 | 104 | 10 | | 60 ft. | 6 ft. | Gas Diesel | Yes \$6.00 each way no parking \$12.00/day with parking \$35.00/Week \$80.00/month \$150.00/season | Yes |
| Music Boats | Kingston, Ontario 3 Elliot Avenue 613-548-8777 | 40 | 37 | 3 | | 40 ft. | 6 ft. | | | Yes |
| CFB Kingston Yacht Club | Kingston, Ontario Queenston Heights 613-541-5010 ext 5483 | 60 | 58 | 2 Reciprocal only | | 33 ft. | 6 ft. | | Yes | |
| General Wolfe Hotel Marina | Marysville, Ontario 1237 Main Street 613-385-2611 | 20 | 10 | 10 | | 30 ft. | 5 ft. | | | |

¹ Includes slips and moorings

² 2,206 seasonal slips were occupied during the 2011 boating season. The occupancy numbers for each individual marina within 50 kilometres of the proposed Deseronto Waterfront marina site have been removed from this EXHIBIT to protect the confidence in which they were given.

EXHIBIT 8B SEASONAL MARINAS WITHIN 50 KILOMETRES OF PROPOSED DESERONTO MARINA – FACILITIES AND SERVICES

| Marina | Haulout | Repairs | Food | Facilities | Shore Power (amps) | Pumpout | Recreation Facilities | Sales | Hookups | Winter Storage | Plans for Future Changes |
|--------------------------|---|--|---|---------------------------------|--------------------|----------------------------|--|------------------------------------|-------------------------------------|-------------------|---|
| Deseronto Yacht Club | Yes | | Ice/Water Clubhouse, Canteen | Washrooms | | | Picnic tables, Park area, boat rentals with small horse motors | | | Outside | Additional docking/ slips, Clubhouse/ Service Improvements |
| Baycrest Lodge & Marina | 15 ton travel lift 3 ton fork lift | Boats Engines Trailers Hulls Sails | Ice/Water | Showers Washrooms Laundry | 30 | Yes \$15.00/ Tank | Picnic Tables, BBQ's, Boat rentals | Yes | Power Water | Inside Outside | None |
| Meyer's Pier Marina | | | Ice/Water Restaurant Groceries Variety store | Showers Washrooms Laundry | 15 30 50 | Yes \$17.50/ service | Picnic tables, Playground, BBQ's | | Power Water WIFI internet access | | Have a waiting list for slips, but no space to provide them |
| Victoria Park Harbour | | | Ice/Water | Showers Washrooms | 15 30 50 | Yes \$17.50/ service | Picnic tables, BBQ's | | Power Water WIFI internet access | Outside | Have a waiting list for slips, but no space to provide them |
| Bay of Quinte Yacht Club | | | Clubhouse, Bar, Ice/Water Snack bar | Showers Washrooms | 20 | | Recreation area | | Power Water | Outside | None |
| Belle Harbour | | Engines Electronic Hulls Sails | Ice/Water | Showers Washrooms Laundry | 30 | Yes \$17.00/ service | Swimming pool, Picnic tables | | Power Water | Outside | None |
| Stillwater Basin Marina | 12 ton travel lift | | Ice/Water Convenience store | Showers Washrooms Laundry | 15 30 | Yes \$15.00/ Tank | Picnic Tables, BBQ's | | Power Water | Outside | None |
| Bay Marine | 3 ton fork lift 15 ton hydraulic trailer | Engines Electronic Trailers | Ice/Water | Showers Washrooms | 15 | Yes | Picnic tables, BBQ's | Yes Boats Motors Trailers | Power Water | Inside Outside | None |

EXHIBIT 8B SEASONAL MARINAS WITHIN 50 KILOMETRES OF PROPOSED DESERONTO MARINA – FACILITIES AND SERVICES

| Marina | Haulout | Repairs | Food | Facilities | Shore Power (amps) | Pumpout | Recreation Facilities | Sales | Hookups | Winter Storage | Plans for Future Changes |
|---------------------------------|--|--------------------------------|--|---------------------------|--------------------|---|--|--------------------|----------------------------------|----------------|--------------------------|
| CFB Trenton Yacht Club | | | Clubhouse, Bar, Ice/Water Groceries | Showers Washrooms | 15 20 | Yes | Picnic tables, BBQ's | | Power Water | Outside | None |
| Robert Patrick Marina | | | Ice/Water | Showers Washrooms | 15 30 50 | Yes \$15.00/ Tank Free for Seasonal boaters | Park setting | | Power Water | | None |
| Trenton Yacht Club | | | Ice/Water | Showers Washrooms | 15 30 50 | Yes \$8.00/ Tanks | Park setting | | Power Water | | None |
| Stoneburg Cove Resort | 45 ft. | Engines Electronic Hulls Sails | Ice/Water Groceries | Showers Washrooms Laundry | 15 | Yes \$15.00/ Tank | Swimming pool, Recreation area, Picnic tables, BBQ's | Yes Boats Motors | Power Water | | None |
| Wellers Bay Campground & Marina | | | Ice/Water Groceries | Showers Washrooms Laundry | 30 | Yes \$18.00/ Tank | Picnic tables, Recreation area | Yes Boats Trailers | Power Water | | None |
| Colasante RV Park & Marina | | | | Showers Washrooms | 30 | Yes \$18.00/ Tank | Swimming pool, Picnic tables | | Power Water | | None |
| Camp Barcovan | | | Ice/Water | Showers Washrooms | 15 20 | | Beach, Swimming, Picnic tables, BBQ's | | Power | Outside | None |
| Wellington Harbour | | Engines | Ice/Water Restaurant Groceries Snack Bar | Showers Washrooms Laundry | 30 | Yes \$22.60/ Service | Picnic tables, Boat rentals | | Power Water | | None |
| West Lake Marina | 25 ft. | | Ice/Water | Showers Washrooms | 15 30 | | Picnic tables, Recreation area, BBQ's | | Power Water | Outside | None |
| Waupoos Marina | 8 ton fork lift 8 ton travel lift 20 ton hydraulic trailer | Engines Electronic Hulls | Ice/Water Groceries Snack bar | Showers Washrooms Laundry | 15 30 | Yes \$15.00/ Tank | Picnic tables, Recreation area, BBQ's Hot tub | | Power Water WIFI internet access | Outside Inside | None |

EXHIBIT 8B SEASONAL MARINAS WITHIN 50 KILOMETRES OF PROPOSED DESERONTO MARINA – FACILITIES AND SERVICES (Continued)

| Marina | Haulout | Repairs | Food | Facilities | Shore Power (amps) | Pumpout | Recreation Facilities | Sales | Hookups | Winter Storage | Plans for Future Changes |
|-------------------------------|------------------------------------|---|---|---------------------------------|--------------------|--|--|-------|---|----------------|---|
| Prinyer's Cove Marina | 45 ton crane | | Ice/Water Limited groceries | Showers Washrooms Laundry | 15 30 | Yes \$15.00/ Tank | Picnic tables, Beach, BBQ's | | Power Water | Outside | None |
| Prinyer's Cove Cruising Club | | | Ice/Water Convenience store | Showers Washrooms Laundry | 15 30 | Yes \$15.00/ Tank | Picnic tables, Recreation area, BBQ's | | Power Water | | None |
| Prince Edward Cruising Club | | | Ice/Water | Showers Washrooms Laundry | 15 | Yes \$14.00/ Tank | Picnic tables, Recreation area, Swimming pool, BBQ's | | Power Water | Outside | None |
| Picton Harbour Marina | 25 ft. | | Ice/Water | Showers Washrooms | 15 30 | Yes \$22.60/ Service | Picnic Tables, BBQ's | | Power Water | Outside | None |
| Tip of the Bay Hotel & Marina | | | Ice/Water Convenience store | Showers Washrooms | 15 30 | | Picnic tables | | Power Water | | None, making changes to facilities already in place |
| Prince Edward Yacht Club | | | Ice/Water Convenience store | Showers Washrooms | 15 | | Picnic tables, Recreation area, BBQ's | | Power Water | Outside | None |
| Loyalist Cove Marina | 40 ton crane, Hydraulic Trailer | Engines Electronic Hulls Sails | Ice/Water Club house with kitchen | Showers Washrooms | 15 30 | Yes \$15.00/ Tank | Picnic tables, Recreation area, BBQ's, Children's play area | | Power Water WIFI internet access | Outside | Additional slips in planning stage |
| Collins Bay Marina | 65 ton crane, Mast crane | | Ice/Water Convenience store adjacent | Showers Washrooms | 15 30 | Yes \$15.93 1 Tank or \$120.00/ season \$23.89 2 Tanks or \$180.00/ season | Picnic tables | | Power Water WIFI internet access | Outside | None |
| Collins Bay Yacht Club | | | Ice/Water Clubhouse with kitchen Convenience store adjacent | Showers Washrooms | | | Picnic tables | | Power Water WIFI internet access | Outside | None |

EXHIBIT 8B SEASONAL MARINAS WITHIN 50 KILOMETRES OF PROPOSED DESERONTO MARINA – FACILITIES AND SERVICES (Continued)

| Marina | Haulout | Repairs | Food | Facilities | Shore Power (amps) | Pumpout | Recreation Facilities | Sales | Hookups | Winter Storage | Plans for Future Changes |
|-------------------------------------|---|--|-----------------------------------|---------------------------|--------------------|---------------------------------------|---|-------|----------------------------------|------------------|--------------------------------------|
| Blue Woods Marina | 8 ton hydraulic trailer, Trailer lift up to 25 tons | Engines Electronic Hulls Sails | Ice/Water | Showers Washrooms | 30 | | Picnic Tables, BBQ's | | Power Water WIFI internet access | Outside | None |
| Portsmouth Olympic Harbour | 30 ton mobile crane, Fixed mast crane | | Ice/Water | Showers Washrooms | 15 30 50 | Yes \$17.26/ service \$141.59/ Season | Picnic Tables, BBQ's, Children's playground | | Power Water WIFI internet access | Outside | Considering adding more longer slips |
| Kingston Yacht Club | 25 ton crane, Hydraulic trailer up to 40 ft. | | Ice/Water Restaurant members only | Showers Washrooms | 15 | | Picnic tables | | Power Water WIFI internet access | Outside | None |
| Flora MacDonald Confederation Basin | | | Ice/Water | Showers Washrooms Laundry | 30 50 | Yes \$17.26/ service \$141.59/ Season | | | Power Water WIFI internet access | Outside | Considering adding more longer slips |
| Kingston Marina | 75 ton crane | | Ice/Water | Showers Washrooms | 30 | Yes \$15.00/ Tank | | | Power Water WIFI internet access | Outside In-water | None |
| Rideau Marina | 25 ton travel lift, 10 ton fork lift, Hydraulic trailer | Engines Electronic Hulls Sails can be arranged | Ice/Water | Showers Washrooms Laundry | 15 30 | Yes \$15.00/ Service | Picnic Tables, BBQ's | | Power Water | Outside Inside | None |
| Music Boats | Travel lift up to 25 ft. | Hulls Engines Electronic can be arranged | | Washrooms | 15 | | | | Power Water | Outside | None |

EXHIBIT 8B SEASONAL MARINAS WITHIN 50 KILOMETRES OF PROPOSED DESERONTO MARINA – FACILITIES AND SERVICES (Continued)

| Marina | Haulout | Repairs | Food | Facilities | Shore Power (amps) | Pumpout | Recreation Facilities | Sales | Hookups | Winter Storage | Plans for Future Changes |
|----------------------------|-------------------------|---------|--|-------------------|--------------------|---------|--|-------|----------------------------------|----------------|--------------------------|
| CFB Kingston Yacht Club | Travel lift, Mast crane | | Ice/Water Clubhouse with kitchen for members | Showers Washrooms | Limited 15 | | Picnic Tables, BBQ's, Sandy beach, Play area | | Limited Power Water | Outside | None |
| General Wolfe Hotel Marina | | | Ice/Water Two restaurants | Showers Washrooms | 15 | | | | Power Water WIFI internet access | | None |

EXHIBIT 8C SEASONAL MARINAS WITHIN 50 KILOMETRES OF PROPOSED DESERONTO MARINA – FEES AND USER PATTERNS

| Marina | Rental Rates | | Winter Storage Rates | Number of Transient Boats | Average Length of Stay | Turn Away Business | Primary Market Area |
|--------------------------|--|--|--|---------------------------|------------------------|---|--|
| | Seasonal | Transient | | | | | |
| Deseronto Yacht Club | \$250.00 annual | Daily \$2.00/ft. Overnight \$25.00 | \$10.00/ft. | 190-200 | 1 day | Large boats, as don't have adequate depth/docking | 40% Quinte West/Hastings County 40% Prince Edward County 20% Lennox & Addington/ Frontenac Counties |
| Baycrest Lodge & Marina | \$33.00/ft. \$300.00 annual minimum | Daily \$1.15/ft. | \$11.00/ ft. Outside \$18.00/ft. inside \$220.00 lift in or out \$35.00 folding cradles \$50.00 fixed cradles \$10.00/ft. for shrink wrap | 150-175 | 1 day | | 60% Belleville 25% Rest of Hastings County 15% Prince Edward County |
| Meyer's Pier Marina | \$40.50/ft (includes water & 3 pumpouts) 15 amp power \$75.00 30 amp power \$125.00 50 amp or 2x30 amp power \$200.00 | Daily \$1.50/ft. serviced Daily \$1.00/ft. unserviced Free use of bicycles | | 375-400 | <1 day | Waiting list for seasonal slips | 70% Belleville 25% Rest of Hastings County 5% Prince Edward County |
| Victoria Harbour Park | \$37.50/ft (includes water & 3 pumpouts) 15 amp power \$75.00 30 amp power \$125.00 50 amp or 2x30 amp power \$200.00 | | \$350.00 <30 ft. \$375.00 >30 ft. | | | Waiting list for seasonal slips | 75% Belleville 20% Rest of Hastings County 5% Prince Edward County |
| Bay of Quinte Yacht Club | \$525.00 annual \$100.00 initiation | Daily \$1.00/ft. slip Daily \$0.75/ft. Moorage | \$9.00/ ft. \$190.00 lift in or out \$25.00 folding cradles \$50.00 fixed cradles | <250 | 1 day | Small waiting list for seasonal slips | 70% Belleville 15% Rest of Hastings County 10% Prince Edward County <5% Quinte West |

EXHIBIT 8C SEASONAL MARINAS WITHIN 50 KILOMETRES OF PROPOSED DESERONTO MARINA – FEES AND USER PATTERNS (Continued)

| Marina | Rental Rates | | Winter Storage Rates | Number of Transient Boats | Average Length of Stay | Turn Away Business | Primary Market Area |
|----------------------------|---|--|---|---------------------------|------------------------|--|---|
| | Seasonal | Transient | | | | | |
| Belle Harbour | \$40.00/ft. 30 amp power \$150.00 | Daily \$1.50/ft. Weekly \$7.50/ft. | \$19.00/ft. \$9.50/ft. Launch/ haulout \$18.00/ft Shrink wrap | 225-250 | 1 day | | 70% Belleville 25% Rest of Hastings County 5% Prince Edward County |
| Stillwater Basin Marina | \$39.00/ft. | Daily \$1.25/ft. Weekly \$6.25/ft. | Lift to cradles - \$140.00 Storage 20 ft. \$425.50 25 ft. \$499.06 30 ft. \$588.99 35 ft. \$695.25 40 ft. \$817.86 | <150 | 1 day | <10 on waiting list for longer slips | 60% Belleville 20% Rest of Hastings County 10% Prince Edward County <5% Napanee |
| Bay Marine | \$38.00/ft. | Daily \$1.25/ft. | \$15.00/ft. outside with \$360.00 minimum \$18.50/ft. inside with \$455.00 minimum | 200-250 | <1 day | | 80% Quinte West 15% Rest of Hastings County 5% Prince Edward County |
| CFB Trenton Yacht Club | \$160.00 annual \$35.00 boat fee \$21.00/ft. slip \$15.75/ft. moorage \$50.00/season shore power | Daily \$1.25/ft. Slip Daily \$0.75/ft. Moorage | \$11.00/ ft. \$250.00 lift in or out \$50.00/use of mast stepping crane \$50.00 fixed cradles | 100 | 1 day | Waiting list for seasonal slips | 80% Quinte West 10% Rest of Hastings County 10% Prince Edward County |
| Robert Patrick Marina | \$31.50/ft. | | | | | | 60% Quinte West 18% Belleville 18% Brighton, Carrying Place & Prince Edward County <5% GTA |
| Trenton Yacht Club | \$200.00 annual \$31.50/ft. | | | | | | 70% Quinte West 20% Rest of Hastings County 10% Prince Edward County |
| Stoneburg Cove Resort | \$300.00 annual | Daily \$1.25/ft. | | 200 | <1 day | | 80% Prince Edward County 15% Hastings County 5% Northumberland County |

EXHIBIT 8C SEASONAL MARINAS WITHIN 50 KILOMETRES OF PROPOSED DESERONTO MARINA – FEES AND USER PATTERNS (Continued)

| Marina | Rental Rates | | Winter Storage Rates | Number of Transient Boats | Average Length of Stay | Turn Away Business | Primary Market Area |
|---------------------------------|---|------------------------------------|---|---------------------------|------------------------|---------------------------------|--|
| | Seasonal | Transient | | | | | |
| Wellers Bay Campground & Marina | \$235.00 annual | Daily \$10.00 | | 250-300 | 1.25 days | | 90% Prince Edward County 10% Hastings County |
| Colasante RV Park & Marina | \$235.00 annual | Daily \$10.00 | | <100 | <1 day | | 90% Prince Edward County 5% Hastings County 5% Northumberland County |
| Camp Barcovan | \$235.00 annual | Daily \$10.00 | \$250.00 boat & trailer | <100 | <1 day | | 90% Prince Edward County 5% Quinte West 5% Rest of Hastings County |
| Wellington Harbour | \$40.00/ft. Minimum \$1,000.00 | Daily \$1.67/ft. Weekly \$8.80/ft. | | <150 | 1 day | | 70% Wellington 20% Rest of Prince Edward County 5% Quinte West 5% Rest of Hastings County |
| West Lake Marina | \$35.00/ft. \$300.00 annual minimum | Daily \$1.25/ft. | \$10.00/ft. \$350.00 minimum | <100 | 1 day | | 90% Prince Edward County 5% Quinte West 5% Rest of Hastings County |
| Waupoos Marina | \$36.00/ft. \$22.00/ft. moorage | Daily \$1.50/ft. Weekly \$6.75/ft. | \$17.00/ft. outside \$21.00/ft. inside \$9.50/ft. Launch or haulout with hydraulic trailer shrinkwrap - up to 26 ft. \$18.00/ft. shrinkwrap - 26 ft.+ | 350-400 | 1 day | Small waiting list <25 | 90% Prince Edward County 10% Rest of Hastings County |
| Prinyer's Cove Marina | \$34.50/ft. \$25.50/ft. moorage \$50.00/season shore power | Daily \$1.50/ft. Weekly \$6.75/ft. | Haulout/launch/storage \$3.80/sq. ft. | <150 | <1 day | Waiting list for seasonal slips | 85% Prince Edward 15% Hastings County |
| Prinyer's Cove Cruising Club | \$34.00/ft. slip \$25.50/ft. moorage \$50.00/season shore power | Daily \$1.50/ft. | Haulout/launch/storage \$3.80/sq. ft. | <125 | <1 day | | 90% Prince Edward 10% Hastings County |

EXHIBIT 8C SEASONAL MARINAS WITHIN 50 KILOMETRES OF PROPOSED DESERONTO MARINA – FEES AND USER PATTERNS (Continued)

| Marina | Rental Rates | | Winter Storage Rates | Number of Transient Boats | Average Length of Stay | Turn Away Business | Primary Market Area |
|-------------------------------|---|--|---|---------------------------|------------------------|--------------------|--|
| | Seasonal | Transient | | | | | |
| Prince Edward Cruising Club | \$375.00 annual \$400.00 initiation \$34.00/ft. \$50.00/season shore power | Daily \$1.50/ft. | \$12.00/ ft. \$300.00 lift in or out | 150-175 | 1 day | | 65% Picton 30% Rest of Prince Edward County 5% Hastings County |
| Picton Harbour Marina | \$27.40/ft. \$141.25 seasonal moorings | Daily \$1.67/ft. | \$370.00 <30 ft. \$400.00 >30 ft | 200 | 1 day | | 65% Picton 30% Rest of Prince Edward County 5% Hastings County |
| Tip of the Bay Hotel & Marina | \$37.00/ft | Daily \$1.50/ft. Weekly \$6.00/ft. Monthly \$15.00/ft. | | 250 | 1 day | | 80% Picton 15% Rest of Prince Edward County 5% Hastings County |
| Prince Edward Yacht Club | \$365.00 annual \$500.00 initiation \$1,200.00 initiation (non Prince Edward County resident) \$28.00/ft. \$126.00 seasonal mooring \$30.40/ft. at municipal docks | Daily \$1.00/ft. slip Daily \$0.75/ft. Moorage | \$6.80/sq. ft. \$198.00 lift in or out (members) \$260.00 lift in or out (non-members) \$50.00/use of mast stepping crane \$50.00 fixed cradles | 750 | 1.25 days | | 75% Picton 20% Rest of Prince Edward County 5% Hastings County |

EXHIBIT 8C SEASONAL MARINAS WITHIN 50 KILOMETRES OF PROPOSED DESERONTO MARINA – FEES AND USER PATTERNS (Continued)

| Marina | Rental Rates | | Winter Storage Rates | Number of Transient Boats | Average Length of Stay | Turn Away Business | Primary Market Area |
|----------------------|---|--|---|---------------------------|------------------------|---------------------------------|--|
| | Seasonal | Transient | | | | | |
| Loyalist Cove Marina | \$46.00/ft. no power 15 amp \$175.00 per season 30 amp \$275.00 per season Summer land storage \$19.00/ft. | Overnight \$1.75/ft. | \$19.00/ft. \$9.50/ft. launch/haulout with crane \$7.00/ft. launch/haulout with hydraulic trailer 20 ft & under \$9.50/ft. launch/haulout with hydraulic trailer 21 ft & over \$85.00 mast step or unstep \$75.00 cradle storage per season \$75.00 mast storage per season \$2.00/ft high pressure bottom wash Shrink wrap \$18.00/ft - 24 ft. & under, \$20.00/ft. - 25 to 30 ft. | 100 to 150 | 1 day | Waiting list for seasonal slips | 65% Bath 25% Kingston 10% Rest of Frontenac County |
| Collins Bay Marina | \$58.00/ft. for 36, 38 & 41 ft. slips \$54.00/ft. for 30 ft. \$50.00/ft. for 26 ft. \$46.00/ft. for 18 & 22 ft. slips \$40.50/ft. on land storage 15 amp \$200.00/season 30 amp \$330.00/season | Daily \$1.50/ft. Weekly \$8.00/ft. Monthly \$22.00/ft. | \$27.00/ft. \$7.50/ft. launch/haulout 20 to 29 ft. \$8.50/ft. launch/haulout 30 to 39 ft. \$9.50/ft. launch/haulout 40 ft. & up \$3.00/ft. cradle/trailer storage Mast stepping/de-stepping single \$3.00/ft., double \$4.50/ft. | 1,000-1,200 | 1.25 day | Small waiting list <50 | 75% Kingston 20% Rest of Frontenac County 5% Lennox & Addington County |

EXHIBIT 8C SEASONAL MARINAS WITHIN 50 KILOMETRES OF PROPOSED DESERONTO MARINA – FEES AND USER PATTERNS (Continued)

| Marina | Rental Rates | | Winter Storage Rates | Number of Transient Boats | Average Length of Stay | Turn Away Business | Primary Market Area |
|----------------------------|---|--|---|---------------------------|------------------------|--------------------|--|
| | Seasonal | Transient | | | | | |
| Collins Bay Yacht Club | \$100.00 initiation \$100.00 annual fees \$58.00/ft. for 36, 38 & 41 ft. slips \$54.00/ft. for 30 ft. \$50.00/ft. for 26 ft. | Daily \$1.50/ft. Weekly \$8.00/ft. | \$27.00/ft. \$7.50/ft. launch/haulout 20 to 29 ft. \$8.50/ft. launch/haulout 30 to 39 ft. \$9.50/ft. launch/haulout 40 ft. & up \$3.00/ft. cradle/trailer storage Mast stepping/de-stepping single \$3.00/ft., double \$4.50/ft. | 200-225 | 1 day | | 80% Kingston 15% Rest of Frontenac County 5% Lennox & Addington County |
| Blue Woods Marina | \$35.00/ft. Minimum \$750.00 \$36.00/ft. \$38.00/ft. Minimum \$1,672.00 for end docks \$100.00 minimum per season for electricity | Daily \$1.25/ft. Weekly \$8.00/ft. Monthly \$21.00/ft. | \$30.00/ft. \$75.00 trailer/cradle storage per season \$75.00 to \$100.00 mast step or unstep | 100-125 | 1 day | | 80% Kingston 20% Rest of Frontenac County |
| Portsmouth Olympic Harbour | \$56.14/ft. 15 amp power \$199.57 30 amp power \$347.73 50 amp power \$508.30 \$97.74 cradle storage per season \$6.78 parking car & trailer/day | Daily \$1.65/ft. \$2.57/day 15 amp \$7.13/day 30 amp \$10.21/day 50 amp | \$22.26/ft. \$8.93/ft. haulout or launch 30 ft. & under \$10.08/ft. haulout or launch 31 ft. & over \$247.92 mast step or unstep \$3.01/ft high pressure bottom wash | 2,000-2,150 | 1.25 days | Waiting list <100 | 80% Kingston 20% Rest of Frontenac County |

EXHIBIT 8C SEASONAL MARINAS WITHIN 50 KILOMETRES OF PROPOSED DESERONTO MARINA – FEES AND USER PATTERNS (Continued)

| Marina | Rental Rates | | Winter Storage Rates | Number of Transient Boats | Average Length of Stay | Turn Away Business | Primary Market Area |
|-------------------------------------|--|--|---|---------------------------|------------------------|-----------------------|--|
| | Seasonal | Transient | | | | | |
| Kingston Yacht Club | \$4.59/sq. ft. - minimum \$755.00 \$350.00 finger dock premium Dry keel mooring (2/3 of wet mooring) - minimum \$500.00 15 amp power \$150.00 | Daily \$1.55/ft. max 3 days | \$755.00 boat shed \$140.00 per use non-member \$4.22/ft./day member, \$6.80/ft./ day non-member for yard storage \$125.00 railway haulout & launch \$65.00 mast step & unstep 15 amp power \$55.00 | 125-150 | 1 day | Small waiting list | 70% Kingston 20% Rest of Frontenac County 5% Lennox & Addington County 5% Hastings County |
| Flora MacDonald Confederation Basin | \$59.78/ft. 30 amp power \$347.73 50 amp power \$508.30 \$97.74 cradle storage per season \$6.78 parking car & trailer/day | Daily \$1.65/ft. 30 amp \$7.13/day 30 amp \$10.21/day 50 amp Unserviced wall or dock \$1.43/ft. | \$22.26/ft. \$8.93/ft. haulout or launch 30 ft. & under \$10.08/ft. haulout or launch 31 ft. & over \$247.92 mast step or unstep \$3.01/ft high pressure wash | >8,500 | 1.25 days | Waiting list about 75 | 75% Kingston 20% Rest of Frontenac County 5% Lennox & Addington County |
| Kingston Marina | \$52.00/ft. \$230.00/season utilities & water \$79.00/ft. - up to 35 ft. year round \$81.00/ft.- 36 to 49 ft. year round (includes launch, summer dockage, haul, water storage, pump outs) \$10.00 parking car/day \$15.00 parking car & trailer/day | Daily \$1.50/ft. no power or water Daily \$1.80/ft. power & water Weekly \$5.75/ft. no power or water Weekly \$6.75/ft. power & water Monthly \$18.75/ft. no power or water Monthly \$19.75/ft. power & water | \$3.00/sq. ft. \$30.00/ft. In-water \$90.00 cradle storage \$11.00/ft. haulout or launch 35 ft. & under \$12.00/ft. haulout or launch 36 to 49 ft. \$130.00 mast step or unstep - prepared \$195.00 mast step or unstep - unprepared \$50.00/hr pressure wash under 30 ft. \$80.00/hr pressure wash over 30 ft. | 200-250 | 1.25 days | | 70% Kingston 20% Rest of Frontenac County 10% Lennox & Addington County |

EXHIBIT 8C SEASONAL MARINAS WITHIN 50 KILOMETRES OF PROPOSED DESERONTO MARINA – FEES AND USER PATTERNS (Continued)

| Marina | Rental Rates | | Winter Storage Rates | Number of Transient Boats | Average Length of Stay | Turn Away Business | Primary Market Area |
|---------------|--|---|---|---------------------------|------------------------|-----------------------|---|
| | Seasonal | Transient | | | | | |
| Rideau Marina | \$44.00/ft. returning year round \$45.00/ft. new & summer only \$52.00/ft. customers only Boathouse \$24.00/ft. summer land storage \$6.00/day vehicle/trailer | Daily \$1.60/ft. (water & hydro) Weekly \$1.00/ft./day (water & hydro) | \$20.00/ft. up to 34 ft. \$21.00/ft. 35 ft.+ \$750.00 - 21 to 23 ft. (haulout, winterize systems, pressure wash bottom, spring launch, fire-up) \$850.00 - 24 to 25 ft. (haulout, winterize systems, pressure wash bottom, spring launch, fire-up) \$50.00/ft. Inside storage \$50.00 pressure wash bottom <30 ft. \$80.00 pressure wash bottom >30 ft. Travel lift launch or haulout \$11.00/ft. up to 35 ft. Travel lift launch or haulout \$12.00/ft. over 35 ft. \$13.00/ft. shrinkwrap - up to 18 ft \$16.00/ft. shrinkwrap - 19 to 25 ft. \$18.00/ft. shrinkwrap - 26 ft.+ | 200-250 | <1 day | Waiting list about 60 | 60% Kingston 25% Rest of Frontenac County 15% Other Counties |
| Music Boats | \$42.00/ft. | Daily \$1.50/ft. no power or water Daily \$1.80/ft. power & water | \$28.00/ft. \$8.50/ft. haulout or launch \$245.00 mast step or unstep \$3.00/ft high pressure wash | <100 | <1 day | | 90% Kingston 5% Rest of Frontenac County 5% Lennox & Addington County |

EXHIBIT 8C SEASONAL MARINAS WITHIN 50 KILOMETRES OF PROPOSED DESERONTO MARINA – FEES AND USER PATTERNS (Continued)

| Marina | Rental Rates | | Winter Storage Rates | Number of Transient Boats | Average Length of Stay | Turn Away Business | Primary Market Area |
|---------------------------|---|--|---|---------------------------|------------------------|--------------------|--|
| | Seasonal | Transient | | | | | |
| CFB Kingston Yacht Club | \$160.00 annual regular member \$235.00 annual ordinary member \$310.00 annual associate member \$75.00 recreation club participation fee \$21.00/ft. slip \$15.75/ft. mediterranean moorage \$12.00/ft. wet moorage 15 amp shore power \$50.00/season | Reciprocal members only First night free 2 nd & 3 rd nights \$15.00 each, limit 3 nights | \$17.00/ft. - members must help with haulout & launch | <100 | 1 day | | 90% Kingston 5% Rest of Frontenac County 5% Other Counties |
| General Wolf Hotel Marina | 45.00/ft. | Daily \$1.50/ft. Free while staying overnight at hotel | | 250-300 | 1 day | | 90% Kingston 10% Rest of Frontenac County |

Source: TOURISTICS interviews with marinas, yacht clubs, sailing clubs; Boating Ontario 2011 Marinas & Destination Guide Ontario Marine Operators Association; Lake Ontario and the 1000 Islands Ports O' Call, Lakeland Boating; Lake Ontario & the Thousand Islands, Ports Cruising Guide

EXHIBIT 9 SELECTED SOCIO-DEMOGRAPHIC CHARACTERISTICS OF RESIDENTS WITHIN 50 KILOMETRES OF PROPOSED DESERONTO MARINA SITE

| | Town Deseronto ¹ | of Town Napanee ¹ | of County Hastings | of 0 to 50 kilometres ² | Ontario |
|--|--------------------------------|------------------------------------|--------------------------------|---|-----------------------------------|
| Population | | | | | |
| 2006 Census | 1,824 | 15,400 | 130,474 | 283,850 | 12,160,282 |
| Age | | | | | |
| Males | 905 | 7,435 | 63,780 | 138,670 | 5,930,700 |
| 0 to 15 | 175 | 1,250 | 11,435 | 23,935 | 1,133,850 |
| 16 to 24 | 110 | 880 | 8,550 | 18,690 | 827,630 |
| 25 to 34 | 105 (11.6%) ³ | 735 (9.9%) ³ | 6,575 (10.3%) ³ | 15,040 (10.9%) ³ | 742,555 (12.5%) ³ |
| 35 to 44 | 140 (15.5%) | 1,055 (14.2%) | 9,240 (14.5%) | 20,020 (14.4%) | 937,350 (15.8%) |
| 45 to 54 | 135 (14.9%) | 1,145 (15.4%) | 10,000 (15.7%) | 21,530 (15.5%) | 909,735 (15.3%) |
| 55 to 64 | 130 | 1,110 | 8,255 | 18,295 | 662,075 |
| 65+ | 110 | 1,260 | 9,725 | 21,160 | 717,530 |
| Female | 915 | 7,965 | 66,695 | 145,180 | 6,229,580 |
| 0 to 15 | 165 | 1,240 | 10,885 | 22,630 | 1,076,950 |
| 16 to 24 | 105 | 840 | 8,130 | 18,115 | 802,740 |
| 25 to 34 | 125 (13.7%) ³ | 795 (10.0%) ³ | 6,885 (10.3%) ³ | 15,490 (10.7%) ³ | 793,095 (12.7%) ³ |
| 35 to 44 | 140 (15.3%) | 1,035 (13.0%) | 9,465 (14.2%) | 20,495 (14.1%) | 979,050 (15.7%) |
| 45 to 54 | 140 (15.3%) | 1,245 (15.6%) | 10,355 (15.5%) | 22,755 (15.7%) | 951,645 (15.3%) |
| 55 to 64 | 110 | 1,105 | 8,620 | 19,180 | 694,435 |
| 65+ | 130 | 1,705 | 12,350 | 26,515 | 931,665 |
| Education | | | | | |
| Total Population 15 Years and over by Highest Level of School | 1,495 | 12,420 | 106,575 | 231,805 | 9,819,420 |
| Non-High School Grad | 590 | 3,405 | 29,400 | 54,540 | 2,183,625 |
| High School Grad | 435 | 3,800 | 30,840 | 65,325 | 2,628,575 |
| Some University | 35 (2.3%) ³ | 365 (2.9%) ³ | 2,585 (2.4%) ³ | 6,425 (2.8%) ³ | 405,270 (4.1%) ³ |
| University Grad | 60 (4.0%) | 965 (7.8%) | 9,995 (9.4%) | 34,240 (15.1%) | 2,012,060 (20.5%) |
| College Grad | 280 | 2,460 | 22,600 | 49,260 | 1,804,775 |
| All Others | 95 | 1,425 | 11,155 | 22,015 | 785,115 |
| Occupation | | | | | |
| Total Labour Force 15 Years and over by Occupation | 935 | 7,595 | 65,120 | 143,100 | 6,473,735 |
| Professional/ Managerial/ Administrative | 290 (31.0%) ³ | 2,585 (34.0%) ³ | 24,530 (37.7%) ³ | 58,055 (40.7%) ³ | 2,959,030 (45.7%) ³ |
| Sales and Service | 285 | 2,015 | 17,575 | 38,480 | 1,522,820 |
| Skilled Labour | 150 (16.0%) | 2,005 (26.4%) | 14,510 (22.3%) | 33,155 (23.1%) | 1,363,180 (21.1%) |
| Non Skilled Labour | 210 | 990 | 8,500 | 13,410 | 628,695 |

EXHIBIT 9 SELECTED SOCIO-DEMOGRAPHIC CHARACTERISTICS OF RESIDENTS WITHIN 50 KILOMETRES OF PROPOSED DESERONTO MARINA SITE (Continued)

| | Town Deseronto ¹ | Town Napanee ¹ | County Hastings | 0 to 50 kilometres ² | Ontario |
|--------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|---------------------------------------|---------------------------------|
| Number of Households | | | | | |
| 2006 Census | 710 | 6,115 | 52,640 | 114,640 | 4,554,250 |
| Median Household Income | | | | | |
| 2005 | \$36,619 (-39.4%) ⁴ | \$50,281 (-16.8%) ⁴ | \$49,811 (-17.6%) ⁴ | \$54,066 (-10.6%) ⁴ | \$60,455 |
| Total Household Income | | | | | |
| Under \$20,000 | 220 | 1,165 | 10,705 | 20,980 | 722,695 |
| \$20,000 to \$39,999 | 250 (35.2%) ⁵ | 1,535 (25.1%) ⁵ | 14,290 (27.1%) ⁵ | 25,565 (22.3%) ⁵ | 941,490 (20.7%) ⁵ |
| \$40,000 to \$74,999 | 195 (27.5%) | 1,965 (32.1%) | 16,215 (30.8%) | 34,280 (29.9%) | 1,410,025 (31.0%) |
| \$75,000 to \$99,999 | 30 (4.2%) | 910 (14.9%) | 7,080 (13.4%) | 15,935 (13.9%) | 657,935 (14.4%) |
| \$100,000+ | 15 (2.1%) | 540 (8.8%) | 4,350 (8.3%) | 17,880 (15.6%) | 822,105 (18.0%) |

¹ Census Area (CA)

² Includes total population of Deseronto, Napanee, Belleville, Kingston, and Prince Edward County, and portions of Hastings, Lennox & Addington, and Frontenac

³ Percentage of population falling into specified category

⁴ Percentage above (+) or below (-) that for population of Ontario

⁵ Percentage of households falling into specified category

Source: Statistics Canada, 2006 Census Population

EXHIBIT 10 ESTIMATED NUMBER OF SEASONAL BOATS WITHIN DESERONT MARINA'S MARKET AREA

| Year | Ontario | | | Market Area Within 50 Kilometres of Site | |
|------|-------------------------|--|----------------------------|--|---------------------------------|
| | Population ¹ | Number of Boats metres and over ² | Number of Persons Per Boat | Population ³ | Number of Boats metres and over |
| 2008 | 13,007,400 | 139,194 | 93.4 | 291,115 | 3,117 |
| 2009 | 13,069,200 | 144,757 | 90.3 | 294,955 | 3,266 |
| 2010 | 13,210,670 | 149,737 | 88.2 | 298,460 | 3,384 |
| 2011 | 13,370,590 | 155,010 | 86.3 | 300,050 | 3,477 |
| 2012 | 13,532,860 | 160,490 | 84.3 | 301,680 | 3,580 |
| 2013 | 13,697,660 | 166,190 | 82.4 | 303,320 | 3,680 |
| 2014 | 13,862,550 | 172,100 | 80.5 | 304,940 | 3,790 |
| 2015 | 14,027,550 | 178,250 | 78.7 | 306,520 | 3,890 |
| 2016 | 14,195,100 | 183,700 | 77.3 | 308,140 | 3,990 |
| 2017 | 14,365,150 | 189,340 | 75.9 | 309,770 | 4,080 |
| 2018 | 14,537,570 | 195,180 | 74.5 | 311,440 | 4,180 |
| 2019 | 14,712,210 | 201,210 | 73.1 | 313,130 | 4,280 |
| 2020 | 14,888,960 | 207,480 | 71.8 | 314,820 | 4,380 |
| 2021 | 15,067,530 | 213,970 | 70.4 | 316,540 | 4,500 |
| 2022 | 15,247,530 | 220,680 | 69.1 | 318,270 | 4,610 |
| 2023 | 15,428,560 | 227,650 | 67.8 | 319,990 | 4,720 |

Source: ¹Ontario Ministry of Finance Population Projections for Ontario and Counties, Spring 2011

²EXHIBIT 1 and EXHIBIT 5

³Hastings County, Planning and Land Development Department; Ontario Ministry of Finance Population Projections for Ontario and Counties, Spring 2011, (includes Prince Edward and part of Hastings, Lennox & Addington, and Frontenac)

EXHIBIT 11 DEMAND FOR SEASONAL SLIPS WITHIN PROPOSED DESERONTO MARINA'S MARKET AREA

| Year | Number of Seasonal Slips at Marinas ¹ | Number of Slips Occupied ¹ | Number of Boats 6 metres and over Requiring Slip at Marina ² | Number of Additional Slips Required ² | Number of Boats 6 metres and over Requiring Slip at Marina ³ | Number of Additional Slips Required ³ |
|------|--|---------------------------------------|---|--|---|--|
| 2011 | 2,432 | 2,206 | 3,477 | 1,167 | 3,178 | 868 |
| 2012 | 2,432 | 2,237 | 3,580 | 1,270 | 3,270 | 960 |
| 2013 | 2,756 ⁴ | 2,566 | 3,680 | 1,060 | 3,370 | 750 |
| 2014 | 2,756 | 2,570 | 3,790 | 1,170 | 3,460 | 840 |
| 2015 | 2,756 | 2,580 | 3,890 | 1,270 | 3,560 | 940 |
| 2016 | 2,756 | 2,590 | 3,990 | 1,370 | 3,650 | 1,030 |
| 2017 | 2,756 | 2,600 | 4,080 | 1,460 | 3,730 | 1,110 |
| 2018 | 2,756 | 2,610 | 4,180 | 1,560 | 3,830 | 1,210 |
| 2019 | 2,756 | 2,620 | 4,280 | 1,660 | 3,920 | 1,300 |
| 2020 | 2,756 | 2,620 | 4,380 | 1,760 | 4,010 | 1,390 |
| 2021 | 2,756 | 2,620 | 4,500 | 1,880 | 4,120 | 1,500 |
| 2022 | 2,756 | 2,620 | 4,610 | 1,990 | 4,220 | 1,600 |
| 2023 | 2,756 | 2,620 | 4,720 | 2,100 | 4,320 | 1,700 |

Source: ¹ EXHIBIT 8A has been adjusted to only include those slips capable of accommodating boats 6 metres or longer

Note: No data is available for the market area regarding the number of boats 6 metres or longer that are moored at private docks or boat houses or are trailered to launch ramps on a per use basis

² No adjustment made for boats moored at private docks or boat houses or are trailered to launch ramps on a per use basis

³ Based on discussions with local planners, Conservation Authorities and the Ontario Marine Operators Association we have estimated that 5% of the households with waterfront property on Lake Ontario and the Trent-Severn Waterway within 50 kilometres of the proposed Deseronto Waterfront Marina have boats moored at private docks or boat houses and 5% of boats 6 to less than 8 metres (i.e. 20 feet to less than 26 feet) and 1% of boats 8 metres or longer (i.e. 26 feet or longer) are trailered to launch ramps on a per use basis

⁴ City of Quinte West's Bayshore Park Marina with 324 seasonal slips begins operation

Note: Our interviews with planning officials in Belleville, Quinte West, Napanee, Kingston, Hastings, Prince Edward, Frontenac and Lennox & Addington indicated that only Quinte West has plans for a new marina (i.e. 324 seasonal slips). Plans for a new marina in Weller's Bay have been stalled for a number of years; upgrades at Tip of the Bay will not increase number of slips; additional slips at Loyalist Cove Marina are in the planning stages with no decision to put them in place; the City of Kingston would like to add more longer slips at Flora MacDonald Confederation Basin and Portsmouth Olympic Harbour but at present there is no timetable for implementation.

Note: The Ontario Marine Operators Association indicated at the November 2009 annual meeting that there has been a reduction of over 1,000 slips in Ontario in the past two to three year period due to smaller privately run 100 to 150 slip marinas closing and re-developing as alternative-use recreational or residential properties.

EXHIBIT 12 AVERAGE DISTANCE TRAVELLED AWAY FROM MARINA

| Percentage of Days Away from Marina | Distance in Nautical Miles | Distance in Kilometres ¹ |
|-------------------------------------|----------------------------|-------------------------------------|
| 60 | Within 20 | Within 37 |
| 20 | Within 21 to 40 | Within 37.1 to 74.1 |
| 10 | Within 41 to 60 | Within 74.2 to 111.1 |
| 6 | Within 61 to 80 | Within 111.2 to 148.2 |
| 4 | Beyond 80 | Beyond 148.3 |

Source: 2005 Great Lakes Boating Survey, U.S. Department of Transportation; Michigan Department of Natural Resources; Michigan State University, Department of Parks, Recreation and Tourism Resources

¹ One nautical mile equals 1.852 kilometres

EXHIBIT 13 AVERAGE NUMBER OF DAYS USING A BOAT

| Type of Boat | Number of Days ¹ | |
|-----------------|-----------------------------|---------------------|
| | United States ² | Canada ³ |
| Cabin Motorboat | 24.9 | 32 |
| Open Motorboat | 23.0 | 28 |
| Sailboat | 19.8 | 22 |

Note: ¹ Refers to days that boat is away from home slip

Source: ² National Marine Manufacturers Association, 2007

³ Department of Fisheries and Oceans, 2008

EXHIBIT 14 AVERAGE NUMBER OF HOURS SPENT ON BOAT

| Type of Boat | Number of Hours ¹ |
|-----------------|------------------------------|
| Cabin Motorboat | 4.55 |
| Open Motorboat | 4.08 |
| Sailboat | 4.59 |

Note: ¹ Refers to days that boat is away from home slip

Source: National Marine Manufacturers Association, 2007

EXHIBIT 15A MARINAS WITHIN 20 NAUTICAL MILES OF PROPOSED DESERONTO MARINA

| Marina | Location | Transient Slips | Seasonal Slips | Total Slips | Number Occupied | Number of Transient Boats | Average Length of Stay | Turn Away Business | Transient Market Mix |
|-------------------------------|--|-----------------|----------------|-------------|---------------------|---------------------------|------------------------|--|--|
| Baycrest Lodge & Marina | Demorestville, Ontario Big Island 613-476-5357 | 4 | 41 | 45 | | 150-175 | 1 day | Victoria, Memorial, July 1 st , Civic Holiday weekends | 70% Ontario (Port Hope to Kingston) 20% New York (Braddock Bay to Fair Haven) 10% Quebec |
| Stillwater Basin Marina | Belleville, Ontario 9 Wilke Street 613-966-1220 | 5 | 50 | 55 | | <150 | 1 day | Victoria, Memorial, July 1 st , Civic Holiday weekends | 75% Ontario (Port Hope to Kingston) 20% New York (Eagle Creek to Pultneyville) 5% Quebec |
| Belle Harbour | Belleville, Ontario 25 Dundas Street West 613-966-9338 | 30 | 170 | 200 | Did operate in 2010 | | | | |
| Bay of Quinte Yacht Club | Belleville, Ontario Victoria Park 613-966-5931 | 12 reciprocal | 118 | 130 | | <250 | 1 day | Most long weekends in peak boating season | 70% Ontario (Port Darlington to Gananoque) 25% New York (Pultneyville to Clayton) 5% Quebec |
| Victoria Park Harbour | Belleville, Ontario Victoria Park 613-967-1906 | | 136 | 136 | | | | | |
| Meyer's Pier Marina | Belleville, Ontario 1 South Front Street 613-957-1906 | 18 | 154 | 172 | | 200 | <1 day | Victoria, Memorial, July 1 st , Civic Holiday weekends | 65% Ontario (Whitby to Gananoque) 30% New York (Braddock Bay to Alexandria Bay) 5% Quebec |
| Prince Edward Yacht Club | Picton, Ontario 30 Fairfield Street 613-476-5585 | 2 | 70 | 72 | | 75-100 | 1.25 days | Victoria Day, July 1 st to 4 th , Civic Holiday weekends | 65% Ontario (Port Hope to Gananoque) 25% New York (Sodus Bay to Alexandria Bay) 10% Quebec & Other U.S. states |
| Tip of the Bay Hotel & Marina | Picton, Ontario 35 Bridge Street 888-955-5030 | 20 | 45 | 65 | | 800-850 | 1 day | July 1 st to 4 th long weekends | 60% Ontario (Whitby to Gananoque) 35% New York (Sodus Bay to Cape Vincent) 5% Quebec |

EXHIBIT 15A MARINAS WITHIN 20 NAUTICAL MILES OF PROPOSED DESERONTO MARINA (Continued)

| Marina | Location | Transient Slips | Seasonal Slips | Total Slips | Number Occupied | Number of Transient Boats | Average Length of Stay | Turn Away Business | Transient Market Mix |
|-------------------------------|--|--------------------------------------|----------------|-------------|-----------------|---------------------------|------------------------|---|--|
| Picton Harbour Marina | Picton, Ontario 1 Head Street 613-476-7438 | 6 | 14 | 20 | | 200 | 1 day | Victoria, Memorial, July 1 st , Civic Holiday weekends | 65% Ontario (Port Hope to Gananoque) 30% New York (Pultneyville to Alexandria Bay) 5% Quebec & Other U.S. states |
| Prince Edward Cruising Club | Picton, Ontario 97 Bridge Street 613-476-2709 | 3 | 12 | 15 | | 150-175 | 1 day | Victoria, Memorial, July 1 st , Civic Holiday weekends | 70% Ontario (Cobourg to Gananoque) 25% New York (Pultneyville to Chaumont Bay) 5% Quebec |
| Prinyer's Cove Cruising Club | Picton, Ontario 107 Cressy Bayside Road 613-476-6835 | Only when seasonal slips are vacant | 25 | 25 | | <100 | <1 day | Only when marina filled on peak summer long weekends | 60% Ontario (Brighton to Gananoque) 35% New York (Sodus Bay to Cape Vincent) 5% Quebec |
| Prinyer's Cove Marina | Picton, Ontario 20 Bridge Street 613-476-2076 | 15 | 15 | 30 | | 550-600 | <1 day | Occasionally on peak summer long weekends | 60% Ontario (Cobourg to Gananoque) 35% New York (Oswego to Clayton) 5% Quebec |
| Napanee North Side Town Docks | Napanee, Ontario Water Street 613-354-4423 | 120 ft. public dock boats on side 6 | | 6 | | <100 | <1 day | Seldom | 75% Ontario (Cobourg to Gananoque) 25% New York (Sodus Bay to Cape Vincent) |
| Napanee South Side Town Docks | Napanee, Ontario Conservation Park 613-354-4423 | 500 ft. wooden pier boats on side 20 | | 20 | | <250 | <1 day | Seldom | 75% Ontario (Cobourg to Gananoque) 25% New York (Sodus Bay to Cape Vincent) |

Note: 781 seasonal slips were occupied during the 2011 boating season. The occupancy numbers for each individual marina within 20 nautical miles of the proposed Deseronto Waterfront Marina site have been removed from the EXHIBIT to protect the confidence in which they were given.

EXHIBIT 15B MARINAS WITHIN 21 TO 40 NAUTICAL MILES OF PROPOSED DESERONTO MARINA

| Marina | Location | Transient Slips | Seasonal Slips | Total Slips | Number Occupied | Number of Transient Boats | Average Length of Stay | Turn Away Business | Transient Market Mix |
|----------------------------|---|-----------------|----------------|-------------|-----------------|---------------------------|------------------------|---|--|
| Bay Marine | Quinte West, Ontario 145 Lakeside Street 613-394-6691 | 20 | 22 | 42 | | 600-650 | 1.25 days | Some on peak season long weekends | 75% Ontario (Oshawa to Kingston) 20% New York (Olcott to Oswego) 5% Quebec |
| CFB Trenton Yacht Club | Quinte West, Ontario Bakers Island 613-392-8995 | 10 reciprocal | 100 | 110 | | 200-225 | 1 day | | 60% Ontario (Toronto to Gananoque) 40% New York (Rochester to Cape Vincent) |
| Robert Patrick Marina | Quinte West, Ontario Couch Crescent 613-392-4190 | | 90 | 90 | | | | | |
| Fraser Park Marina | Quinte West, Ontario Dundas Street West 613-394-2561 | 20 | | 20 | | 450 | 1 day | | 53% United States 33% Canada 14% Quebec |
| Percy Boom Haven | Percy Reach 32A Jakes Road 705-653-1817 | 4 | 40 | 44 | | 125-150 | <1 day | July & August long weekends | 60% Ontario (Whitby to Kingston) 30% New York (Brockport to Henderson Harbor) 10% Quebec & Other U.S. States |
| Presqu'île Yacht Club | Brighton, Ontario 89 Price Street East | 5 reciprocal | 34 | 34 | | | | | |
| Gosport Municipal Docks | Brighton, Ontario 65 harbour Street 613-475-3708 | 4 | 16 | 20 | | 125-150 | <1 day | Only on long weekends probably less than 50 boats | 60% Ontario (Toronto to Kingston) 35% New York (Rochester to Oswego) <5% Quebec & other U.S. States |
| Harbourview Motel & Marina | Brighton, Ontario 4 Bay Street West 613-475-1515 | 8 | 22 | 30 | | 200-250 | 1 day | Every long weekend | 75% Ontario (Port Hope to Kingston) 25% New York (Rochester to Sodus Bay) |
| Brighton Yacht Club | Brighton, Ontario 150 Baldwin Street 613-475-2356 | 10 | 40 | 50 | | | | | |

EXHIBIT 15B MARINAS WITHIN 21 TO 40 NAUTICAL MILES OF PROPOSED DESERONTO MARINA
 (Continued)

| Marina | Location | Transient Slips | Seasonal Slips | Total Slips | Number Occupied | Number of Transient Boats | Average Length of Stay | Turn Away Business | Transient Market Mix |
|---------------------------------|--|-------------------------------------|----------------|-------------|-----------------|---------------------------|------------------------|--|--|
| Presqu'île Landing Marina | Brighton, Ontario 101 Harbour Street 613-475-3030 | 6 | 32 | 38 | | <150 | <1 day | Peak season long weekends only | 65% Ontario (Oshawa to Kingston) 30% New York (Irondequoit Bay to Oswego) 5% Quebec |
| Stoneburg Cove Resort | Carrying Place, Ontario 63 Carter Road 613-475-0765 | 2 | 63 | 65 | | 200 | <1 day | Memorial, July 1 st to 4 th , Civic Holiday weekends | 60% Ontario (Toronto Gananogue) 30% New York (Braddock Bay to Oswego) 10% Quebec |
| Wellers Bay Campground & Marina | Carrying Place, Ontario 79 Carter Road 613-475-3113 | 12 | 10 | 22 | | <100 | 1.25 days | Only on long weekends in July and August | 75% Ontario (Oshawa to Kingston) 20% New York (Braddock Bay to Sodus Bay) <5% Quebec |
| Colasante RV Park & Marina | Carrying Place, Ontario 97 Carter Road 613-475-4561 | 3 | 17 | 20 | | <100 | <1 day | Victoria, Memorial, July 1 st , Civic Holiday weekends | 70% Ontario (Port Hope to Kingston) 20% New York (Braddock Bay to Fair Haven) 10% Quebec |
| Camp Barcovan | Carrying Place, Ontario 133 Carter Road 613-475-1355 | Only when seasonal slips are vacant | 20 | 20 | | <100 | <1 day | Victoria, Memorial, July 1 st , Civic Holiday weekends | 75% Ontario (Port Hope to Kingston) 20% New York (Eagle Creek to Pultneyville) 5% Quebec |
| Wellington Harbour | Wellington, Ontario 151 Main Street 613-399-3649 | 14 | 26 | 40 | | <200 | 1 day | Occasionally on long weekends during peak boating season | 60% Ontario (Port Hope to Gananoque) 35% New York (Rochester to Oswego) 5% Quebec |
| West Lake Marina | Bloomfield, Ontario Base Lane, Hwy 33 613-399-3049 | 5 | 20 | 25 | | <100 | 1 day | Victoria, Memorial, July 1 st , Civic Holiday weekends | 70% Ontario (Port Hope to Kingston) 20% New York (Braddock Bay to Fair Haven) 10% Quebec |

EXHIBIT 15B MARINAS WITHIN 21 TO 40 NAUTICAL MILES OF PROPOSED DESERONTO MARINA
(Continued)

| Marina | Location | Transient Slips | Seasonal Slips | Total Slips | Number Occupied | Number of Transient Boats | Average Length of Stay | Turn Away Business | Transient Market Mix |
|-----------------------------|--|-----------------------------------|---------------------------|-------------|-----------------|---------------------------|------------------------|---|---|
| Glenora Marina | Glenora, Ontario 11438-C Loyalist Parkway 613-476-2377 | 75 ft. concrete wall 3 | | 3 | | <100 | <1 day | July 1 st to 4 th , Civic Holiday weekends | 65% Ontario (Gananoque to Port Darlington) 35% New York (Alexandria Bay to Sodus Bay) |
| Waupoos Marina | Waupoos, Ontario 65 County Road 38 613-476-2926 | 40 | 80 | 120 | | 2,000-2,100 | <1 day | Some long weekends | 60% Ontario (Gananoque to Whitby) 35% New York (Alexandria Bay to Rochester) 5% Quebec |
| Loyalist Cove Marina | Bath, Ontario 185 Main Street 613-352-3478 | 10 | 80 | 90 | | 200-225 | <1 day | Occasionally on July 1 st to 4 th long weekends | 60% Ontario (Gananoque to Port Darlington) 35% New York (Alexandria Bay to Irondequoit Bay) 5% Quebec |
| Collins Bay Government Pier | Kingston, Ontario 1244 Highway 33 613-544-4442 | 4 | | 4 | | 100-125 | 1 day | Occasionally on July 1 st to 4 th long weekends | 55% Ontario (Gananoque to Whitby) 35% New York (Alexandria Bay to Rochester) 10% Quebec |
| Collins Bay Marina | Kingston, Ontario 1270 Cloverdale Drive 613-389-4455 | 50 | 250 | 300 | | 3,000-3,200 | 1.25 days | Victoria, Memorial, July 1 st , Civic Holiday weekends | 55% Ontario (Gananoque to Toronto) 35% New York (Alexandria Bay to Rochester) 10% Quebec |
| Collins Bay Yacht Club | Kingston, Ontario 767 Bayridge Drive 613-389-4455 | Reciprocal only when members away | Club uses slips at marina | | | 200-225 | 1 day | Victoria, Memorial, July 1 st , Civic Holiday weekends | 55% Ontario (Gananoque to Toronto) 35% New York (Alexandria Bay to Rochester) 10% Quebec |

EXHIBIT 15B MARINAS WITHIN 21 TO 40 NAUTICAL MILES OF PROPOSED DESERONTO MARINA
 (Continued)

| Marina | Location | Transient Slips | Seasonal Slips | Total Slips | Number Occupied | Number of Transient Boats | Average Length of Stay | Turn Away Business | Transient Market Mix |
|-------------------------------------|--|-----------------------------------|----------------|-------------|-----------------|---------------------------|------------------------|---|--|
| Blue Woods Marina | Kingston, Ontario 4000 Bath Road 613-634-1304 | 8 | 82 | 90 | | 100-125 | <1 day | | 65% Ontario (Gananoque to Oshawa) 30% New York (Alexandria Bay to Sodus Bay) 5% Quebec |
| Portsmouth Olympic Harbour | Kingston, Ontario 53 Yonge Street 613-549-1007 | 30 | 220 | 250 | | 2,000-2,150 | 1.5 days | Occasionally on July 1 st to 4 th long weekends | 55% Ontario (Gananoque to Toronto) 35% New York (Alexandria Bay to Rochester) 10% Quebec |
| Kingston Yacht Club | Kingston, Ontario 1 Maitland Street 613-548-3052 | Reciprocal only when members away | 80 | 80 | | 200 | 1 day | July 1 st to 4 th , Civic Holiday weekends | 60% Ontario (Gananoque to Toronto) 35% New York (Alexandria Bay to Oswego) 5% Quebec |
| Flora MacDonald Confederation Basin | Kingston, Ontario 30 Clarence Street 613-542-2134 | 300 | 100 | 400 | | >8,500 | 1.25 days | Some long weekends | 55% Ontario (Gananoque to Toronto) 35% New York (Alexandria Bay to Rochester) 10% Quebec |
| Kingston Marina | Kingston, Ontario 349 Wellington Street 613-549-7747 | 20 | 90 | 110 | | 900-1,000 | 1.25 days | Occasionally on July 1 st to 4 th long weekends | 65% Ontario (Gananoque to Toronto) 30% New York (Alexandria Bay to Sodus Bay) 5% Quebec |
| Rideau Marina | Kingston, Ontario 48A Point Street 613-546-6234 | 10 | 104 | 114 | | 200-250 | <1 day | Occasionally on July 1 st to 4 th long weekends | 65% Ontario (Gananoque to Whitby) 30% New York (Alexandria Bay to Oswego) 5% Quebec |

EXHIBIT 15B MARINAS WITHIN 21 TO 40 NAUTICAL MILES OF PROPOSED DESERONTO MARINA
 (Continued)

| Marina | Location | Transient Slips | Seasonal Slips | Total Slips | Number Occupied | Number of Transient Boats | Average Length of Stay | Turn Away Business | Transient Market Mix |
|----------------------------|--|-------------------------|----------------|-------------|-----------------|---------------------------|------------------------|--|--|
| Music Boats | Kingston, Ontario 3 Elliot Avenue 613-548-8777 | 3 | 37 | 40 | | <100 | <1 day | July 1 st to 4 th , Civic Holiday weekends | 75% Ontario (Gananoque to Whitby) 25% New York (Alexandria Bay to Oswego) |
| CFB Kingston Yacht Club | Kingston, Ontario Queenston Heights 613-541-5010 ext 5483 | 2 Reciprocal only | 58 | 60 | | <75 | 1 day | Some long weekends | 60% Ontario (Gananoque to Cobourg) 35% New York (Alexandria Bay to Rochester) 5% Quebec |
| General Wolfe Hotel Marina | Marysville, Ontario 1237 Main Street 613-385-2611 | 10 | 10 | 20 | | 200-225 | 1 day | Occasionally on July 1 st to 4 th long weekends | 65% Ontario (Gananoque to Toronto) 30% New York (Alexandria Bay to Sodus Bay) 5% Quebec |
| Treasure Island Marina | Kingston, Ontario 1753 Highway 2 East 613-548-1239 | 15 | 110 | 125 | | 225-250 | <1 day | Victoria, Memorial, July 1 st , Civic Holiday weekends | 70% Ontario (Gananoque to Cobourg) 30% New York (Port Ontario Harbor to Clayton) <1 Quebec |

Note: 1,681 seasonal slips were occupied during the 2011 boating season. The occupancy numbers for each individual marina within 21 to 40 nautical miles of the proposed Deseronto Waterfront Marina site have been removed from the EXHIBIT to protect the confidence in which they were given.

EXHIBIT 15C MARINAS WITHIN 41 TO 60 NAUTICAL MILES OF PROPOSED DESERONTO MARINA

| Marina | Location | Transient Slips | Seasonal Slips | Total Slips | Number Occupied | Number of Transient Boats | Average Length of Stay | Turn Away Business | Transient Market Mix |
|--------------------------|---|------------------|----------------|-------------|-----------------|---------------------------|------------------------|--|--|
| Town of Cobourg Marina | Cobourg, Ontario 55 King Street West 905-372-2397 | 30 | 167 | 197 | | 3,500-4,000 | 1 day | Victoria Day, July 1 st to 4 th , Civic Holiday weekends >175 on waiting list | 85% Ontario (Picton to Toronto) 15% New York (Chaumont Bay to North Pond) |
| Cobourg Yacht Club | Cobourg, Ontario 55 King Street West 905-372-3098 | | 50 | 50 | | 125-150 | 1 day | Victoria Day, July 1 st to 4 th , Civic Holiday weekends | 85% Ontario (Picton to Toronto) 15% New York (Chaumont Bay to North Pond) |
| Old Mill Park | Campbellford, Ontario 97 Queen Street 705-653-1551 | Concrete wall 28 | | 28 | | 650-700 | <1 day | | 55% Ontario (Toronto to Kingston) 30% New York (Sodus Bay to Henderson Harbor) 15% Quebec & Other U.S. States |
| Turner's Service Station | Campbellford, Ontario 119 Queen Street 705-653-2710 | Concrete wall 7 | | 7 | | <125 | <1 day | Occasional in July & August | 70% Ontario (Toronto to Kingston) 25% New York (Oswego to Sackets Harbor) 5% Quebec & Other U.S. States |
| Campbellford River Inn | Campbellford, Ontario 398 Front Street North 705-653-1771 | 10 | | 10 | | 150-175 | 1 day | Only on long weekends in peak boating season | 60% Ontario (Toronto to Gananoque) 35% New York (Oswego to Alexandria Bay) 5% Quebec & Other U.S. States |
| Woodland Estate Resort | Campbellford, Ontario 171 Woodland Estate Road 705-653-1317 | 6 | | 6 | | 125-150 | <1 day | | 60% Ontario (Newcastle to Kingston) 30% New York (Rochester to Port Ontario Harbor) 10% Quebec & Other U.S. States |

EXHIBIT 15C MARINAS WITHIN 41 TO 60 NAUTICAL MILES OF PROPOSED DESERONTO MARINA
(Continued)

| Marina | Location | Transient Slips | Seasonal Slips | Total Slips | Number Occupied | Number of Transient Boats | Average Length of Stay | Turn Away Business | Transient Market Mix |
|--------------------------------|---|-------------------------|----------------|-------------|-----------------|---------------------------|------------------------|---|---|
| Terrace Lawn Cottages & Marina | Trent River Village, Ontario 111 Dunsford Lane 705-778-3649 | 100 ft. concrete wall 5 | | 5 | | 100-150 | <1 day | Occasionally on long weekends in July & August | 80% Ontario (Kingston to Port Hope) 20% New York (Oswego to Henderson Harbor) <1% Quebec |
| Friendly Acres Resort | Westview, Ontario 120 Friendly Acres Road 705-696-2670 | 10 | 90 | 100 | | 150-175 | <1 day | | 75% Ontario (Kingston to Port Hope) 20% New York (Oswego to Henderson Harbor) 5% Quebec |
| Stevenson's Marina | Hastings, Ontario 70 Marine Drive 705-696-2683 | 3 | 27 | 30 | | 100 | <1 day | Usually on holiday weekends in July & August | 80% Ontario (Kingston to Cobourg) 20% New York (Port Ontario Harbor to Cape Vincent) |
| Stoney Point Trailer Park | Stoney Point, Ontario Front Street 705-696-2107 | 8 | | 8 | | 100-150 | <1 day | July 1 st to 4 th , Civic Holiday weekends | 70% Ontario (Kingston to Port Hope) 28% New York (Oswego to Mud Bay) 2% Quebec |
| Twin Cedars Cottages | Morrow Point, Ontario 32 Sandy Bay Road 705-696-3127 | 2 | 18 | 20 | | <100 | <1 day | | 80% Ontario (Kingston to Port Hope) 20% New York (Oswego to Sacketts Harbor) |
| Hastings Village Marina | Hastings, Ontario 35 Homewood Avenue 705-696-3226 | 20 | 44 | 64 | | 800-850 | 1 day | Occasionally on July 1 st to 4 th long weekends | 60% Ontario (Gananoque to Port Hope) 35% New York (Sodus Bay to Henderson Harbor) 5% Quebec |

EXHIBIT 15C MARINAS WITHIN 41 TO 60 NAUTICAL MILES OF PROPOSED DESERONTO MARINA
 (Continued)

| Marina | Location | Transient Slips | Seasonal Slips | Total Slips | Number Occupied | Number of Transient Boats | Average Length of Stay | Turn Away Business | Transient Market Mix |
|----------------------------|---|-----------------|----------------|-------------|-----------------|---------------------------|------------------------|---|--|
| Trident Yacht Club | Kingston, Ontario 1699 Trident Yacht Club Lane 613-382-2771 | 5 | 95 | 100 | | 125-150 | <1 day | Some long weekends Have a waiting list | 65% Ontario (Gananoque to Cobourg) 35% New York (Port Ontario Harbor to Clayton) |
| Clark's Marina | Willowbank, Ontario 35 Clark Drive 613-382-5190 | 15 | 145 | 160 | | 200-225 | <1 day | | 55% Ontario (Brockville to Port Hope) 40% New York (Sackets Harbor to Clayton) 5% Quebec |
| Gananoque Municipal Marina | Gananoque, Ontario Bay & Clarence Streets 613-382-4088 | 100 | 200 | 300 | | 6,000-6,250 | 1 day | Occasionally on July 1 st to 4 th long weekends Waiting list for longer seasonal slips | 50% Ontario (Morrisburg to Port Hope) 40% New York (Henderson Harbor to Waddington) 10% Quebec |
| Brennan Marine | Gananoque, Ontario 67 Mill Street 613-382-3137 | | 48 | 48 | | | | | |
| Gordon Marine | Gananoque, Ontario 129 South Street 613-382-4315 | 15 | | 15 | | 475-500 | <1 day | July 1 st to 4 th , Civic Holiday weekends | 50% Ontario (Morrisburg to Cobourg) 40% New York (Sackets Harbor to Waddington) 10% Quebec |
| Anchor Marina | Cape Vincent, New York 583 East Broadway 315-654-2300 | 20 | 90 | 110 | | 1,100-1,200 | <1 day | Occasionally in August | 70% New York (Selkirk to Alexandria Bay) 30% Ontario (Bath to Ivy Lea) |
| Cape Vincent Marina | Cape Vincent, New York 231Point Street 315-654-2001 | 5 | 30 | 35 | | 100-150 | <1 day | Some weekends in July & August | 60% New York (Selkirk to Alexandria Bay) 40% Ontario (Kingston to Brockville) |

EXHIBIT 15C MARINAS WITHIN 41 TO 60 NAUTICAL MILES OF PROPOSED DESERONTO MARINA
 (Continued)

| Marina | Location | Transient Slips | Seasonal Slips | Total Slips | Number Occupied | Number of Transient Boats | Average Length of Stay | Turn Away Business | Transient Market Mix |
|-------------------------|---|-----------------|----------------|-------------|-----------------|---------------------------|------------------------|---|--|
| Martin's Marina Pier II | Mud Bay, New York 235 Route 6 315-654-3104 | 20 | 130 | 150 | | 950-1,000 | <1 day | July 1 st to 4 th Holiday weekends | 80% New York (Henderson Harbor to Clayton) 20% Ontario (mostly Kingston) |
| Martin's Marina Pier I | Mud Bay, New York 37 Baird Road 315-654-3127 | 10 | 40 | 50 | | 450-500 | <1 day | July weekend 4 th | 80% New York (Henderson Harbor to Alexandria Bay) 20% Ontario (Deseronto to Kingston) |
| Snug Harbor Marina | Mud Bay, New York 30 Kent Creek Road 315-654-2139 | 10 | 30 | 40 | | 200-250 | <1 day | | 85% New York (Henderson Harbor to Alexandria Bay) 15% Ontario (Bath to Kingston) |

Note: 1,109 seasonal slips were occupied during the 2011 boating season. The occupancy numbers for each individual marina within 41 to 60 nautical miles of the proposed Deseronto Waterfront Marina site have been removed from the EXHIBIT to protect the confidence in which they were given.

EXHIBIT 15D MARINAS WITHIN 61 TO 80 NAUTICAL MILES OF PROPOSED DESERONTO MARINA

| Marina | Location | Transient Slips | Seasonal Slips | Total Slips | Number Occupied | Number of Transient Boats | Average Length of Stay | Turn Away Business | Transient Market Mix |
|--------------------------|--|-----------------|----------------|-------------|-----------------|---------------------------|------------------------|--|--|
| Port Hope Harbour Marina | Port Hope, Ontario 125 Mill Street South 905-885-7981 | 10 | | 10 | | 350-400 | 1 day | Most long weekends | 85% Ontario (Picton to Mississauga) 15% New York (Sackets Harbor to Selkirk) |
| Port Hope Yacht Club | Port Hope, Ontario Hayward Street 905-885-9694 | 20 | 47 | 67 | | <500 | <1 day | Victoria Day, July 1 st to 4 th , Civic Holiday weekends | 85% Ontario (Kingston to Mississauga) 15% New York (Sackets Harbor to North Pond) |
| Port of Newcastle Marina | Newcastle, Ontario 377 Baldwin Street 905-987-9871 | 50 | 210 | 260 | | 2,000 | 1 day | Usually on holiday weekends in July & August | 75% Ontario (Belleville to Oakville) 25% New York (Olcott to Rochester) <1 Quebec |
| Port Darlington Marina | Bowmanville, Ontario Port Darlington Road 905-623-3501 | 30 | 66 | 96 | | 1,200-1,400 | 1 day | Victoria Day, July 1st & Civic Holiday weekends Small waiting list for seasonal slips | 75% Ontario (Belleville to Burlington) 25% New York (Mainly Rochester area) |
| Wiggers Custom Yachts | Bowmanville, Ontario 125 Port Darlington Road 905-623-5261 | 15 | | 15 | | 450 | 1 day | Some long weekends | 90% Ontario (Belleville to Oakville) 10% New York (Olcott to Youngstown, some Rochester) |
| Springbank Cottages | Roseneath, Ontario 59 Parker Drive 905-352-2107 | 6 | 18 | 24 | | <100 | <1 day | | 80% Ontario (Kingston to Port Hope) 20% New York (Oswego to Henderson Harbor) <1% Quebec |
| Lang's Resort | Roseneath, Ontario 1156 Merrill Road 905-352-2308 | 6 | 18 | 24 | | 100-125 | <1 day | | 75% Ontario (Kingston to Cobourg) 25% New York (Sodus Bay to Cape Vincent) <1% Quebec |

EXHIBIT 15D MARINAS WITHIN 61 TO 80 NAUTICAL MILES OF PROPOSED DESERONTO MARINA
 (Continued)

| Marina | Location | Transient Slips | Seasonal Slips | Total Slips | Number Occupied | Number of Transient Boats | Average Length of Stay | Turn Away Business | Transient Market Mix |
|-----------------------------------|---|-----------------|----------------|-------------|-----------------|---------------------------|------------------------|--|---|
| Ridgeview Cottages | Roseneath, Ontario 138 McCracken Road 905-352-3734 | 4 | 12 | 16 | | <100 | <1 day | | 85% Ontario (Kingston to Whitby) 15% New York (Oswego to Henderson Harbor) |
| Muskie Bay Resort | Robin Landing, Ontario 178 Rice Lake Road 905-352-2221 | 4 | 26 | 30 | | 100-125 | <1 day | | 80% Ontario (Kingston to Cobourg) 20% New York (Port Ontario Harbor to Cape Vincent) <1% Quebec |
| Golden Beach Resort | Roseneath, Ontario 7100 County Road 18 905-342-5366 | 100 | 200 | 300 | | 750-800 | <1 day | | 80% Ontario (Kingston to Port Hope) 20% New York (Oswego to Henderson Harbor) <1% Quebec |
| Pratt's Landing Marina | Gores Landing, Ontario 4783 Plank Road 905-342-2041 | 4 | 36 | 40 | | 125-150 | <1 day | Some long weekends in July & August | 75% Ontario (Gananoque to Port Hope) 30% New York (Oswego to Henderson Harbor) |
| Plank Road Cottages & Marina | Gores Landing, Ontario 5303 Plank Road 905-342-555 | 5 | 35 | 40 | | 100-125 | <1 day | July 1 st to 4 th Holiday weekends | 80% Ontario (Kingston to Cobourg) 20% New York (Oswego to Henderson Harbor) |
| Harris Boat Works | Gores Landing, Ontario 3014 Harris Boat Works Road 905-342-2153 | 10 | 65 | 75 | | 250-275 | <1 day | Victoria, Memorial, July 1 st to 4 th , Civic Holiday weekends | 70% Ontario (Gananoque to Newcastle) 30% New York (Cape Vincent to Oswego) |
| Captain's Marina & Sports Rentals | Bewdley, Ontario 4997 Rice Lake Drive 905-797-2877 | 5 | 35 | 40 | | 100-125 | <1 day | | 75% Ontario (Kingston to Port Hope) 25% New York (Oswego to Cape Vincent) <1% Quebec |

EXHIBIT 15D MARINAS WITHIN 61 TO 80 NAUTICAL MILES OF PROPOSED DESERONTO MARINA
 (Continued)

| Marina | Location | Transient Slips | Seasonal Slips | Total Slips | Number Occupied | Number of Transient Boats | Average Length of Stay | Turn Away Business | Transient Market Mix |
|------------------------|--|-----------------|----------------|-------------|-----------------|---------------------------|------------------------|--|---|
| Heartland Marina | Bewdley, Ontario 140 Rice Lake Road 905-797-2790 | 6 | 24 | 30 | | 150-175 | <1 day | Occasionally weekends in August | 80% Ontario (Kingston to Cobourg) 20% New York (Oswego to Henderson Harbor) |
| BJ Tackle | Bewdley, Ontario 172 Rice Lake Road 797-2632 | 3 | 27 | 30 | | 100-125 | <1 day | July 1 st to 4 th Holiday weekends | 75% Ontario (Gananoque to Port Hope) 25% New York (Oswego to Chaumont Bay) |
| Southview Cottages | Hall Landing, Ontario 875 Southview Drive 705-939-6761 | 15 | 35 | 50 | | 200-250 | <1 day | | 70% Ontario (Gananoque to Cobourg) 30% New York (Oswego to Sackets Harbor) |
| Shady Acres Cottages | Keene, Ontario 169 Lakeview Road 705-295-6815 | 20 | 180 | 200 | | 250-275 | <1 day | | 70% Ontario (Kingston to Cobourg) 30% New York (Oswego to Cape Vincent Harbor) |
| Indian River Lodge | Keene, Ontario 233 Lakeview Road 705-295-6867 | 4 | 30 | 34 | | 100-150 | <1 day | Long weekends in July & August | 75% Ontario (Kingston to Port Hope) 25% New York (Oswego to Cape Vincent) <1% Quebec |
| Bensfort Bridge Resort | Bensfort Bridge, Ontario 1821 County Road 2 705-939-6515 | 12 | 20 | 32 | | 175-200 | <1 day | | 80% Ontario (Kingston to Cobourg) 20% New York (Oswego to Henderson Harbor) |
| Ivy Lea Club | Lansdowne, Ontario 61 Shipman's Lane 613-659-2329 | | 120 | 120 | | | | | |
| Peck's Marina | Lansdowne, Ontario 505 1000 Islands Parkway 613-659-3185 | 15 | 95 | 110 | | 500 | <1 day | Occasionally on long weekends in peak boating season | 45% Ontario (Belleville to Cornwall) 40% New York (Sackets Harbor to Morristown) 15% Quebec |

EXHIBIT 15D MARINAS WITHIN 61 TO 80 NAUTICAL MILES OF PROPOSED DESERONTO MARINA
 (Continued)

| Marina | Location | Transient Slips | Seasonal Slips | Total Slips | Number Occupied | Number of Transient Boats | Average Length of Stay | Turn Away Business | Transient Market Mix |
|--------------------------|--|-----------------|----------------|-------------|-----------------|---------------------------|------------------------|--|---|
| Williams Marine | Lansdowne, Ontario 507 1000 Islands Parkway 613-659-3163 | 5 | 80 | 85 | | 150-175 | <1 day | Holiday weekends in July and August | 50% New York (Cape Vincent to Morristown) 40% Ontario (Belleville to Cornwall) 10% Quebec |
| River Rat Marine | Lansdowne, Ontario 515 1000 Islands Parkway 613-659-3163 | 4 | 28 | 32 | | 100-125 | <1 day | | 45% Ontario (Belleville to Cornwall) 40% New York (Henderson Harbor to Morristown) 15% Quebec |
| Village Quay Marina | Lansdowne, Ontario 541 1000 Islands Parkway 613-659-3207 | | 175 | 175 | | | | | |
| Andress Boat Works | Rockport, Ontario 31 Front Street 613-659-3471 | 6 | 36 | 42 | | 175-200 | <1 day | Occasionally on July 1 st to 4 th long weekends | 45% Ontario (Deseronto to Cornwall) 40% New York (Ogdensburg to Sackets Harbor) 15% Quebec |
| Rockport Marina | Rockport, Ontario 110 Escott-Rockport Road 613-659-3494 | 4 | 50 | 54 | | 100-150 | <1 day | Victoria, Memorial, July 1 st to 4 th , Civic Holiday weekends | 45% New York (Ogdensburg to Henderson Harbor) 40% Ontario (Deseronto to Cornwall) 15% Quebec |
| Ed Huck Marine | Rockport, Ontario 53 Front Street 613-659-3408 | | 200 | 200 | | | | | |
| Pine Tree Point Resort | Alexandria Bay, New York 57 Carnegie Street 315-482-9089 | 20 | 12 | 32 | | 500-550 | <1 day | Occasionally in July & August | 55% New York (Henderson Harbor to Ogdensburg) 45% Ontario (Gananoque to Brockville) |
| Inlet Harbor Club Marina | Alexandria Bay, New York 93 Holland Street 315-482-4678 | 30 | 102 | 132 | | 2,000-2,200 | 1 day | | 60% New York (Henderson Harbor to Ogdensburg) 40% Ontario (Gananoque to Brockville) |

EXHIBIT 15D MARINAS WITHIN 61 TO 80 NAUTICAL MILES OF PROPOSED DESERONTO MARINA
 (Continued)

| Marina | Location | Transient Slips | Seasonal Slips | Total Slips | Number Occupied | Number of Transient Boats | Average Length of Stay | Turn Away Business | Transient Market Mix |
|-----------------------------------|--|--------------------------|----------------|-------------|-----------------|---------------------------|------------------------|---|--|
| The Ledges Resort & Marina | Alexandria Bay, New York 105 Holland Street 315-482-9334 | 12 | 23 | 35 | | 275-300 | 1 day | Memorial Day, July 4 th weekend, some weekends in August | 55% New York (Henderson Harbor to Morristown) 45% Ontario (Gananoque to Brockville) |
| Bonnie Castle Yacht Basin | Alexandria Bay, New York 109 Holland Street 315-482-2526 | 120 | | 120 | | 8,000-9,000 | 1.25 days | Memorial Day, July 4 th long weekend | 55% New York (Henderson Harbor to Ogdensburg) 45% Ontario (Gananoque to Brockville) |
| Hutchinson's Boat Works | Alexandria Bay, New York 121 Holland Street 315-482-9931 | only when seasonals away | 160 | 160 | | about 200 | <1 day | July weekend 4th | 60% New York (Henderson Harbor to Morristown) 40% Ontario (Gananoque to Brockville) |
| Riveredge Resort | Alexandria Bay, New York 17 Holland Street 315-482-9917 | 70 | | 70 | | 1,000-1,100 | <1 day | Seldom | 55% New York (Henderson Harbor to Ogdensburg) 45% Ontario (Gananoque to Brockville) |
| Boardwalk Resort | Alexandria Bay, New York 36 Bethune Street 315-482-9371 | 7 | 4 | 11 | | 150-175 | <1 day | Memorial Day, July 4th long weekend | 60% New York (Sackets Harbor to Morristown) 40% Ontario (Kingston to Rockport) |
| Van's Motor Marine | Alexandria Bay, New York 83 Sisson Street 315-482-2271 | 10 | 190 | 200 | | 200-250 | <1 day | Some weekends in July & August | 55% New York (Sackets Harbor to Morristown) 45% Ontario (Gananoque to Brockville) |
| Upper James Street Municipal Dock | Alexandria Bay, New York 98 James Street 315-482-9902 | 80 | | 80 | | 6,000-6,500 | 1 day | | 50% New York (Henderson Harbor to Ogdensburg) 50% Ontario (Gananoque to Brockville) |

EXHIBIT 15D MARINAS WITHIN 61 TO 80 NAUTICAL MILES OF PROPOSED DESERONTO MARINA
 (Continued)

| Marina | Location | Transient Slips | Seasonal Slips | Total Slips | Number Occupied | Number of Transient Boats | Average Length of Stay | Turn Away Business | Transient Market Mix |
|-----------------------------|--|--------------------------|----------------|-------------|-----------------|---------------------------|------------------------|-------------------------------------|--|
| Roger's Marina | Alexandria Bay, New York 16 Bethune Street 315-482-9461 | 2 | 18 | 20 | | 150 | <1 day | July 4th weekend | 55% New York (Sackets Harbor to Morristown) 45% Ontario (Kingston to Prescott) |
| Edge Wood Resort Marina | Alexandria Bay, New York 21 Washington Street 315-482-9923 | 20 | 30 | 50 | | 850-900 | 1 day | July 1st to 4th Holiday weekends | 55% New York (Henderson Harbor to Ogdensburg) 45% Ontario (Gananoque to Brockville) |
| Keewaydin State Park Marina | Alexandria Bay, New York 398 Route 12 315-482-3331 | 22 | 88 | 110 | | 1,500-1,650 | 1.25 days | July 1st to 4th Holiday weekends | 55% New York (Sackets Harbor to Morristown) 45% Ontario (Gananoque to Brockville) |
| Bill & Jack's Marina | Fishers Landing, New York Mullet Creek Road 315-686-3592 | | 35 | 35 | | | | | |
| Northern Marine | Spicer Bay, New York 23 River Street 315-686-4398 | | 30 | 30 | | | | | |
| Spicer Marine Basin | Spicer Bay, New York 73 Oak Street 315-686-3141 | 4 | 126 | 130 | | 100-125 | <1 day | July 1st to 4th Holiday weekends | 60% New York Sackets Harbor to Morristown) 40% Ontario (Kingston to Rockport) |
| Cantwell Pier 65 | Clayton, New York 72 State Street 315-686-2340 | | 50 | 50 | | | | | |
| Clayton Marina | Clayton, New York 50 State Street 315-686-3378 | only when seasonals away | 100 | 100 | | 150-175 | <1 day | Memorial Day, July 4th long weekend | 50% New York (Henderson Harbor to Ogdensburg) 50% Ontario (Gananoque to Brockville) |
| St. Lawrence Restoration | Clayton, New York 411 Franklin Street 315-686-5950 | 10 | 90 | 100 | | 225-250 | <1 day | July 1st to 4th Holiday weekends | 55% New York (Henderson Harbor to Morristown) 45% Ontario (Kingston to Brockville) |

EXHIBIT 15D MARINAS WITHIN 61 TO 80 NAUTICAL MILES OF PROPOSED DESERONTO MARINA
 (Continued)

| Marina | Location | Transient Slips | Seasonal Slips | Total Slips | Number Occupied | Number of Transient Boats | Average Length of Stay | Turn Away Business | Transient Market Mix |
|------------------------|--|--------------------|----------------|-------------|-----------------|---------------------------|------------------------|----------------------------------|--|
| Clayton Village Dock | Clayton, New York 150 Riverside Drive 315-686-5552 | 80 | | 80 | | 6,800-7,000 | 1 day | July 4th weekend | 55% New York (Henderson Harbor to Ogdensburg) 45% Ontario (Gananoque to Prescott) |
| R.J. Marine Associates | Clayton, New York 68 Riverside Drive 315-686-9805 | | 38 | 38 | | | | | |
| Clayton Municipal Dock | Clayton, New York 750 Mary Street 315-686-5552 | 50 | | 50 | | 3,000-3,100 | 1 day | Some weekends in July & August | 50% New York (Sackets Harbor to Morristown) 50% Ontario (Gananoque to Brockville) <1% Quebec |
| Islander Marina | Clayton, New York 510 Theresa Street 315-686-1100 | 6 | 30 | 36 | | 125-150 | <1 day | July 1st to 4th Holiday weekends | 55% New York (Sackets Harbor to Morristown) 45% Ontario (Kingston to Brockville) |
| French Bay Marina | Clayton, New York 530 Theresa Street 315-686-2463 | 4 5 on moorings | 125 | 130 | | 125 | <1 day | July 4th weekend | 60% New York (Henderson Harbor to Ogdensburg) 40% Ontario (Gananoque to Prescott) <1% Quebec |
| French Creek Marina | Clayton, New York 250 Wahl Street 315-686-3621 | 140 | 60 | 200 | | about 8,000 | <1 day | July 1st to 4th Holiday weekends | 50% New York (Henderson Harbor to Ogdensburg) 50% Ontario (Gananoque to Brockville) |
| T.I. 225 Marina | Clayton, New York 835 Rees Street 315-686-2145 | 7 | 28 | 35 | | 150-175 | <1 day | Occasionally in July & August | 55% New York (Henderson Harbor to Morristown) 45% Ontario (Kingston to Brockville) |

EXHIBIT 15D MARINAS WITHIN 61 TO 80 NAUTICAL MILES OF PROPOSED DESERONTO MARINA
 (Continued)

| Marina | Location | Transient Slips | Seasonal Slips | Total Slips | Number Occupied | Number of Transient Boats | Average Length of Stay | Turn Away Business | Transient Market Mix |
|-------------------------|---|----------------------------------|----------------|-------------|-----------------|---------------------------|------------------------|---|---|
| Bayside Marina | Clayton, New York 412 State Street 315-686-2121 | 5 | 105 | 110 | | 100-125 | <1 day | | 50% New York (Henderson Harbor to Ogdensburg) 45% Ontario (Gananoque to Prescott) 5% Quebec |
| Seaway Slips | Clayton, New York 432 State Street 315-686-4695 | 6 | 32 | 38 | | 150-160 | <1 day | Memorial Day, July 4th weekend, some weekends in August | 50% New York (Henderson Harbor to Morristown) 50% Ontario (Gananoque to Brockville) |
| Clayton Yacht Club | Clayton, New York 115 Bartlett Point Road 315-686-3742 | Reciprocal only when member away | 76 | 76 | | <125 | <1 day | Occasionally on holiday weekends in July & August | 55% New York (Henderson Harbor to Morristown) 45% Ontario (Kingston to Brockville) <1% Quebec |
| Navy Point Marine | Sackets Harbor, New York 500 West Main Street 315-646-3364 | 40 | 120 | 160 | | 500-550 | <1 day | | 55% New York (Cape Vincent to North Pond) 45% Ontario (Picton to Gananoque) |
| Madison Barracks Marina | Sackets Harbor, New York 85 Worth Road 315-646-3374 | 10 | 90 | 100 | | 175-200 | <1 day | Memorial Day, July 4th weekend, some weekends in August | 60% New York (Cape Vincent to Selkirk) 40% Ontario (Picton to Kingston) |
| Liberty Yacht Basin | Sackets Harbor, New York 207 General Smith Drive 315-646-2001 | 10 | 140 | 150 | | 150-175 | <1 day | Occasionally on holiday weekends in July & August | 55% New York (Cape Vincent to Selkirk Pond) 45% Ontario (Picton to Brockville) |
| Kitto's Marina | Pillar Point, New York 1356 Pillar Point Drive 315-639-6922 | 5 | 25 | 30 | | <150 | <1 day | Some long weekends in July & August | 70% New York (Cape Vincent to North Pond) 30% Ontario (Mainly from Kingston) |
| Crescent Yacht Club | Chaumont, New York 367 Independent Point 315-649-2560 | Reciprocal only when member away | 200 | 200 | | 150-175 | 1 day | Memorial Day, July 4th weekend | 55% New York (Cape Vincent to Selkirk) 45% Ontario (Picton to Kingston) |

EXHIBIT 15D MARINAS WITHIN 61 TO 80 NAUTICAL MILES OF PROPOSED DESERONTO MARINA
 (Continued)

| Marina | Location | Transient Slips | Seasonal Slips | Total Slips | Number Occupied | Number of Transient Boats | Average Length of Stay | Turn Away Business | Transient Market Mix |
|--------------------------------|--|--------------------------------|----------------|-------------|-----------------|--|------------------------|---|--|
| Bearup Marine | Chaumont, New York 371 Independent Point 315-649-2150 | Only when seasonal renter away | 120 | 120 | | <100 | <1 day | Seldom | 65% New York (Cape Vincent to North Pond) 35% Ontario (Kingston to Gananoque) |
| Chaumont Yacht Club | Chaumont, New York 320 Highway 125 315-676-7679 | 10 | 50 | 60 | | 200-225 | 1 day | Occasionally on holiday weekends in July & August | 70% New York (Cape Vincent to Selkirk) 30% Ontario (Picton to Kingston) |
| Adams Chaumont Bay Marina | Chaumont, New York 11599 Circle Drive 315-649-5050 | 5 | 45 | 50 | | <100 - restricted to power boats due to low bridge clearance | <1 day | Memorial Day, July 4th weekend | 60% New York (Cape Vincent to North Pond) 40% Ontario (Mainly from Kingston) |
| Shangri-La Campground & Marina | Point Peninsula, New York 379 Melrose Drive 315-649-2979 | 15 | 10 | 25 | | 150-200 | 1 day | Memorial Day, July 4th weekend, some weekends in August | 55% New York (Cape Vincent to Selkirk) 45% Ontario (Picton to Kingston) |
| Hidden Harbor Marina | Point Peninsula, New York 411 Melrose Drive 315-649-5198 | 10 | 50 | 60 | | 100-125 | <1 day | Occasionally on holiday weekends in July & August | 70% New York (Cape Vincent to Selkirk) 30% Ontario (Kingston to Gananoque) |
| Harbor View Marina | Henderson Harbor, New York 13517 Harbor Road 315-938-5494 | 3 | 23 | 26 | | 75-100 | 1 day | Memorial Day, July 4th long weekend | 75% New York (Oswego to Clayton) 25% (Picton to Gananoque) |
| West View Lodge & Marina | Henderson Harbor, New York 13486 County Route 123 315-938-5285 | 20 | 20 | 40 | | 750-800 | 1 day | July 1st to 4th Holiday weekends | 75% New York (Oswego to Clayton) 25% (Kingston to Gananoque) |
| Henchen Marina | Henderson Harbor, New York 13498 County Route 123 315-938-5313 | | 20 | 20 | | | | | |
| Captain's Cove Marina | Henderson Harbor, New York 13179 Harbor Road 315-938-7263 | 4 | 46 | 50 | | 100-125 | <1 day | July 1st to 4th Holiday weekends | 75% New York (Oswego to Cape Vincent) 25% (Picton to Gananoque) |

EXHIBIT 15D MARINAS WITHIN 61 TO 80 NAUTICAL MILES OF PROPOSED DESERONTO MARINA
 (Continued)

| Marina | Location | Transient Slips | Seasonal Slips | Total Slips | Number Occupied | Number of Transient Boats | Average Length of Stay | Turn Away Business | Transient Market Mix |
|-------------------------------|---|--------------------------|----------------|-------------|-----------------|---------------------------|------------------------|-------------------------------------|---|
| Henderson Harbor Yacht Club | Henderson Harbor, New York 33 Cornell Road 315-938-7240 | 20 | 80 | 100 | | 650-700 | <1 day | July 4th weekend | 75% New York (Oswego to Clayton) 25% (Deseronto to Gananoque) |
| Cornell's Marina | Henderson Harbor, New York 83 Cornell Road 315-938-5523 | | 56 | 56 | | | | | |
| Harbor Marina | Henderson Harbor, New York 8043 County Route 178 315-938-5425 | 4 | 76 | 80 | | 125-150 | <1 day | Some weekends in July & August | 70% New York (Selkirk to Clayton) 30% (Kingston to Gananoque) |
| Lake Ontario Mariners' Marina | Henderson Harbor, New York 56 Military Road 315-938-5222 | only when seasonals away | 100 | 100 | | <125 | <1 day | July 4th weekend | 70% New York (Oswego to Alexandria Bay) 30% (Kingston to Gananoque) |
| South Bay Marina | Henderson Harbor, New York 60 Military Road 315-938-5222 | 1 | 9 | 10 | | <100 | <1 day | Memorial Day, July 4th long weekend | 75% New York (Mexico Point to Cape Vincent) 25% (Kingston to Ivy Lea) |
| Greene Point Marina | Mannsville, New York 206 Greene Point Road 315-387-3513 | | 70 | 70 | | | | | |
| Jones Marina | Pulaski, New York 3018 County Route 15 315-387-3775 | 10 | 10 | 20 | | 200-225 | <1 day | July 4th weekend | 75% New York (Fair Haven to Henderson Harbor) 25% Ontario (Weller Bay to Kingston) |
| North Sandy Point Marina | Pulaski, New York 3303 County Route 15 315-387-3522 | 11 | 21 | 32 | | 200-225 | <1 day | Some weekends in July & August | 75% New York (Fair Haven to Sackets Harbor) 25% Ontario (Port Hope to Picton) |
| Reiter's Marina | Sandy Creek, New York 9203 State Street 315-387-3881 | 4 | 22 | 26 | | 100-125 | <1 day | Memorial Day, July 4th long weekend | 70% New York (Oswego to Cape Vincent) 30% Ontario (Picton to Kingston) |

EXHIBIT 15D MARINAS WITHIN 61 TO 80 NAUTICAL MILES OF PROPOSED DESERONTO MARINA
(Continued)

| Marina | Location | Transient Slips | Seasonal Slips | Total Slips | Number Occupied | Number of Transient Boats | Average Length of Stay | Turn Away Business | Transient Market Mix |
|-----------------------------|---|-----------------|----------------|-------------|-----------------|---------------------------|------------------------|---|---|
| Seber Shores Marina | Sandy Creek, New York 18 Marina Road 315-387-5502 | 5 | 25 | 30 | | 100-150 | <1 day | July 1st to 4th Holiday weekends | 75% New York (Oswego to Cape Vincent) 25% Ontario (West Lake to Kingston) |
| Salmon Country Marina | Mexico Point, New York 58 Mexico Point Drive 315-963-8049 | 10 | 17 | 27 | | 200-225 | <1 day | Some weekends in July & August | 85% New York (Pultneyville to Henderson Harbor) 15% Ontario (Picton to Kingston) |
| Lighthouse Marina | Port Ontario Harbor, New York 38 River Street 315-298-6688 | 10 | 15 | 25 | | 175-200 | <1 day | July 4th weekend | 80% New York (Pultneyville to Henderson Harbor) 20% Ontario (Picton to Kingston) |
| Clark's Marina | Port Ontario Harbor, New York 805 County Route 5 315-298-5832 | 2 | 8 | 10 | | <150 | <1 day | Memorial Day, July 4th long weekend | 75% New York (Sodus Bay to Sackets Harbor) 25% (Waupoos to Kingston) |
| Selkirk Yacht Club | Port Ontario Harbor, New York 807 County Route 5 315-298-6849 | 2 | 18 | 20 | | <100 | <1 day | Memorial Day, July 4th weekend, some weekends in August | 80% New York (Sodus Bay to Sackets Harbor) 20% (Waupoos to Kingston) |
| Oswego Marina | Oswego, New York 3 Basin Street 315-342-0688 | 7 | 38 | 45 | | 150-175 | <1 day | Memorial, July 4th Holiday weekends | 70% New York (Rochester to Henderson Harbor) 30% Ontario (Port Hope to Kingston) |
| Canal Park Marina | Fulton, New York 65 South First Street 315-592-2474 | 2 | 18 | 20 | | <100 | <1 day | Memorial, July 1st to 4th | 75% New York (Rochester to Henderson Harbor) 25% Ontario (Cobourg to Kingston) |
| Oswego International Marina | Oswego, New York 19 Lake Street 315-343-8430 | 10 | 90 | 100 | | 200-225 | 1 day | July 1st to 4th Holiday weekends | 75% New York (Rochester to Sackets Harbor) 25% Ontario (Port Hope to Picton) |

EXHIBIT 15D MARINAS WITHIN 61 TO 80 NAUTICAL MILES OF PROPOSED DESERONTO MARINA
 (Continued)

| Marina | Location | Transient Slips | Seasonal Slips | Total Slips | Number Occupied | Number of Transient Boats | Average Length of Stay | Turn Away Business | Transient Market Mix |
|-----------------------------|---|----------------------------------|----------------|-------------|-----------------|---------------------------|------------------------|--|---|
| Oswego Yacht Club | Oswego, New York 19 Lake Street 315-343-9459 | Reciprocal only when member away | 50 | 50 | | 150-175 | <1 day | July 4th weekend | 70% New York (Rochester to Henderson Harbor) 30% Ontario (Port Hope to Kingston) |
| Wright's Marina | Oswego, New York 41 Lake Street 315-343-8430 | 57 | 166 | 223 | | 3,500-3,600 | <1 day | Occasionally in August | 75% New York (Rochester to North Pond) 25% Ontario (Cobourg to Belleville) |
| Fowler's Marina | Wolcott, New York 9276 Leroy Island Road 315-587-9767 | 10 | 90 | 100 | | 175-200 | 1 day | July 4th weekend | 75% New York (Chaumont Bay to Braddock Bay) 25% Ontario (Cobourg to Kingston) |
| Connelly's Cove | Wolcott, New York 7147 Lake Bluff Road 315-587-9096 | 20 | 60 | 80 | | 350-375 | <1 day | Occasionally in August | 70% New York (Point Breeze to Chaumont) 30% Ontario (Port Hope to Kingston) |
| Skipper's Marina | Wolcott, New York 7061 Lake Bluff Road 315-587-9797 | 20 | 30 | 50 | | 600-650 | <1 day | | 80% New York (Point Breeze to Henderson Harbor) 20% Ontario (mostly Kingston) |
| Oak Park Marina | North Rose, New York 6483 Catchpole Shore Road 315-587-2300 | | 250 | 250 | | | | | |
| Fair Point Marina | Fair Haven, New York 14454 West Bay Road 315-947-6111 | 6 | 69 | 75 | | 125-150 | 1 day | Memorial, July 1st to 4th Holiday weekends | 75% New York (Rochester to Henderson Harbor) 25% Ontario (Kingston to Port Hope) <1% Pennsylvania |
| Fair Haven Beach State Park | Fair Haven, New York 1158 Route 104A 315-947-5205 | 10 | | 10 | | 250-300 | 1 day | Memorial Day, July 4th long weekend | 70% New York (Rochester to Henderson Harbor) 30% Ontario (Kingston to Port Hope) |

EXHIBIT 15D MARINAS WITHIN 61 TO 80 NAUTICAL MILES OF PROPOSED DESERONTO MARINA
 (Continued)

| Marina | Location | Transient Slips | Seasonal Slips | Total Slips | Number Occupied | Number of Transient Boats | Average Length of Stay | Turn Away Business | Transient Market Mix |
|---------------------------|---|-----------------------|----------------|-------------|-----------------|---------------------------|------------------------|---|--|
| Anchor Resort and Marina | Fair Haven, New York 14467 West Bay Road 315-947-5331 | 6 | 26 | 32 | | 100-125 | <1 day | Memorial Day, July 4th weekend, some weekends in August | 80% New York (mainly Rochester & Sodus Bay to Oswego) 20% Ontario (Port Hope to Belleville) |
| Bayside Marina | Fair Haven, New York 14497 West Bay Road 315-947-5773 | | 94 | 94 | | | | | |
| Chinook Resort and Marina | Fair Haven, New York 81 King Street 315-947-6677 | 12 | 18 | 30 | | 200-225 | <1 day | Occasionally on long holiday weekends Plan to add additional slips | 75% New York (Point Breeze to Selkirk) 25% Ontario (Port Darlington to Cobourg) |
| Fair Haven Marine Service | Fair Haven, New York 78 King Street 315-947-5604 | | 20 | 20 | | | | | |
| Fair Haven Yacht Club | Fair Haven, New York 14477 West Bay Road 315-947-9907 | 15 reciprocal | 40 | 55 | | 225-250 | <1 day | Long weekends in July & August | 80% New York (mainly Rochester & Sodus Bay to Oswego) 20% Ontario (Port Darlington to Belleville) |
| Sodus Bay Yacht Club | Sodus Point, New York 12 Garden Street 315-483-9550 | Only when member away | 60 | 60 | | 200 | <1 day | Memorial, July 1st to 4th | 70% New York (Point Breeze to North Pond) 30% Ontario (Cobourg to Kingston) |
| Krenzer Marine | Sodus Point, New York 8495 Greig Street 315-483-6986 | 4 | 96 | 100 | | 100-125 | <1 day | Memorial, July 4th Holiday weekends | 80% New York (Point Breeze to North Pond) 20% Ontario (Cobourg to Pictou) |
| Katlynn Marine | Sodus Point, New York 7448 Route 14 315-483-9102 | 20 | 180 | 200 | | 900-950 | 1 day | July 4th weekend | 75% New York (Henderson Harbor to Braddock Bay) 25% Ontario (Cobourg to West lake) |
| Sodus Marina | Sodus Point, New York 7352 Route 14 315-483-6947 | 12 | 148 | 160 | | 150-175 | <1 day | Long weekends in July & August | 70% New York (Point Breeze to Selkirk) 30% Ontario (Cobourg to Kingston) |

EXHIBIT 15D MARINAS WITHIN 61 TO 80 NAUTICAL MILES OF PROPOSED DESERONTO MARINA
 (Continued)

| Marina | Location | Transient Slips | Seasonal Slips | Total Slips | Number Occupied | Number of Transient Boats | Average Length of Stay | Turn Away Business | Transient Market Mix |
|-------------------------------------|--|-----------------|----------------|-------------|-----------------|---------------------------|------------------------|--|--|
| Arney's Marina | Sodus Point, New York 7250 Route 14 315-483-9111 | 8 | 106 | 114 | | 150-175 | <1 day | Memorial, July 4th Holiday weekends | 80% New York (Point Breeze to Henderson Harbor) 20% Ontario (Cobourg to Kingston) |
| Island Cove Marina | Sodus Point, New York 7353 Lake Bluff Road 315-587-6326 | 14 | 39 | 53 | | 200-225 | <1 day | Memorial, July 1st to 4th | 80% New York (Braddock Bay to Selkirk) 20% Ontario (Port Hope to Trenton) |
| Mill Street Marina | Pultneyville, New York 4133 Mill Street 315-589-3668 | 2 | 48 | 50 | | <150 | <1 day | Only on long weekends in July & August | 90% New York (Wilson to Oswego) 10% Ontario (Toronto, Jordon Station to Niagara on the Lake) |
| Pultneyville Yacht Club | Pultneyville, New York 368 Lakefront Road 315-589-9538 | 10 | 140 | 150 | | 300-350 | 1.25 days | Memorial Day, July 4th weekend, Labor Day weekend | 90% New York (Olcott to Port Ontario Harbor) 10% Ontario (Toronto, St. Catharines to Niagara on the Lake) |
| Bounty Harbor Restaurant and Marina | Irondequoit Bay, New York 145 Hill Road 585-482-7210 | 30 | 150 | 180 | | 900-950 | 1 day | Memorial Day, July 1st to 4th weekend, August long weekend | 90% New York (Youngstown to Oswego) 10% Ontario (Toronto, St. Catharines to Niagara on the Lake) |
| Genesee Yacht Club | Rochester, New York 140 Pattonwood Drive 585-266-9796 | 4 reciprocal | 446 | 450 | | 150 | 1.25 days | Memorial Day, July 4th weekend, Labor Day weekend | 85% New York (Youngstown to Henderson Harbor) 15% Ontario (Toronto to Niagara on the Lake) |
| Pelican Marina | Rochester, New York 560 River Street 585-663-5910 | 20 | 60 | 80 | | 600-625 | 1.25 days | Memorial Day, July 1st to 4th weekend | 90% New York (Olcott to Oswego) 10% Ontario (Toronto, Hamilton to Niagara on the Lake) |
| Rochester Yacht Club | Rochester, New York 5555 St. Paul Boulevard 585-342-5511 | 6 | 294 | 300 | | 300 | 1.5 days | Memorial Day, July 1st to 4th weekend, August long weekend | 85% New York (Youngstown to Henderson Harbour) 15% Ontario (Toronto, Hamilton to Niagara on the Lake) <2% Pennsylvania |

EXHIBIT 15D MARINAS WITHIN 61 TO 80 NAUTICAL MILES OF PROPOSED DESERONTO MARINA
 (Continued)

| Marina | Location | Transient Slips | Seasonal Slips | Total Slips | Number Occupied | Number of Transient Boats | Average Length of Stay | Turn Business | Away | Transient Market Mix |
|-----------------------|---|-----------------|----------------|-------------|-----------------|---------------------------|------------------------|---|------|--|
| Shumway Marine | Rochester, New York 70 Pattonwood Drive 585-342-3030 | 16 | 384 | 400 | | 500 | 1 day | Only on long weekends | | 90% New York (Youngstown to Port Ontario Harbor) 10% Ontario (Toronto, Port Dalhousie to Niagara on the Lake) |
| Voyager Boat Sales | Rochester, New York Stutson Street Extension 585-342-5150 | 10 | 190 | 200 | | 300 | 1 day | Only on July 4th weekend Waiting list of 25 for longer slips | | 90% New York (Youngstown to Oswego) 10% Ontario (Toronto, St. Catharines to Niagara on the Lake) |
| Riverview Yacht Basin | Rochester, New York Stutson Street Extension 585-342-6758 | 15 | 110 | 125 | | 450 | 1 day | Memorial Day, July 4th weekend, Labor Day weekend | | 85% New York (Youngstown to Oswego) 15% Ontario (Toronto to Niagara on the Lake) |
| Mayer's Marina | Rochester, New York 7 Lake Street 585-323-1010 | 4 | 386 | 390 | | 175 | 1 day | Memorial Day, July 1st to 4th weekend, August long weekend | | 90% New York (Youngstown to Port Ontario Harbor) 10% Ontario (Toronto, St. Catharines to Niagara on the Lake) |
| Newport Marina | Rochester, New York 500 Newport Road 585-544-4950 | 7 | 153 | 160 | | 350 | 1 day | Only on Memorial Day & July 4th weekend | | 85% New York (Youngstown to Oswego) 15% Ontario (Toronto, Grimsby to Niagara on the Lake) <2% Pennsylvania |
| Sutter's Marina | Rochester, New York 512 Bay Front Street 585-482-4112 | 10 | 115 | 125 | | 325 | 1.25 days | Memorial Day, July 1st to 4th weekend, August long weekend | | 85% New York (Youngstown to Oswego) 15% Ontario (Toronto, Hamilton to Niagara on the Lake) |
| Braddock Bay Marina | Hilton, New York 105 Manitou Road 585-227-1579 | 50 | 250 | 300 | | 2,500-2,600 | 1.25 days | Memorial Day, July 4th weekend, some weekends in August | | 70% New York (Youngstown to Oswego) 30% Ontario (Toronto to Niagara on the Lake) |

EXHIBIT 15D MARINAS WITHIN 61 TO 80 NAUTICAL MILES OF PROPOSED DESERONTO MARINA
(Continued)

| Marina | Location | Transient Slips | Seasonal Slips | Total Slips | Number Occupied | Number of Transient Boats | Average Length of Stay | Turn Away Business | Transient Market Mix |
|------------------------|---|-----------------|----------------|-------------|-----------------|---------------------------|------------------------|---|---|
| Docksiders | Hilton, New York 416 Manitou Road 585-392-9033 | 8 | | 8 | | 200 | 1 day | A small number on weekends in July & August | 75% New York (Youngstown to Oswego) 25% Ontario (Oakville to Niagara on the Lake) |
| La Marina Bayview | Hilton, New York Bayview Drive 485-225-2288 | 6 | 80 | 86 | | 250 | 1.25 days | Memorial Day, July 4th weekend, Labor Day weekend | 75% New York (Youngstown to Sodus Bay) 25% Ontario (Toronto to St. Catharines) |
| Brockport Yacht Club | Hamlin, New York 7493 Sandy Harbor 585-964-5239 | 3 reciprocal | 84 | 87 | | 100 | 1.25 days | Memorial Day, July 4 th weekend, Labor Day weekend | 70% New York (Youngstown to Sodus Bay) 30% Ontario (Mississauga to Port Dalhousie) |
| Eagle Creek Marina | Kendall, New York 1033 Lakeland Beach Road 585-659-8603 | 50 | 118 | 168 | | 2,800-3,000 | 1.25 days | Memorial Day, July 4th weekend | 75% New York (Youngstown to Oswego) 25% Ontario (Hamilton to Port Dalhousie) |
| Four C's Marina | Kent, New York 988 Point Breeze Road 585-682-4224 | 6 | 44 | 50 | | 200 | 1 day | Memorial Day, July 1st to 4th weekends | 65% New York (Youngstown to Rochester & lower Niagara River) 35% Ontario (Fifty Point to Niagara-on-the-Lake) |
| Lake Breeze Marina | Kent, New York 990 Point Breeze Road 585-682-3995 | 4 | 42 | 46 | | 150 | 1 day | Memorial Day, July 1st to 4th weekends, Labour Day weekend | 70% New York (lower Niagara River & Youngstown to Rochester) 30% Ontario (Port Dalhousie to Niagara-on-the-Lake) |
| Oak Orchard Yacht Club | Kent, New York 1103 Archbald Road 585-682-9793 | 4 reciprocal | 196 | 200 | | <150 | 1 day | Only on long weekends in May & July | 70% New York (lower Niagara River & Youngstown to Rochester) 30% Ontario (Port Dalhousie to Niagara-on-the-Lake) |

EXHIBIT 15D MARINAS WITHIN 61 TO 80 NAUTICAL MILES OF PROPOSED DESERONTO MARINA
(Continued)

| Marina | Location | Transient Slips | Seasonal Slips | Total Slips | Number Occupied | Number of Transient Boats | Average Length of Stay | Turn Away Business | Transient Market Mix |
|----------------------------|---|-----------------|----------------|-------------|-----------------|---------------------------|------------------------|--|---|
| Orleans County Marine Park | Carlton, New York Route 98 585-589-3103 | 15 | 57 | 72 | | 500 | 1.25 days | Holiday weekends, Memorial Day & July 4th Waiting list of 21 for seasonal slips | 65% New York (Olcott to Sodus Bay) 35% Ontario (Hamilton to Niagara-on-the-Lake) |

Note: 8,253 seasonal slips were occupied during the 2011 boating season. The occupancy numbers for each individual marina within 61 to 80 nautical miles of the proposed Deseronto Waterfront Marina site have been removed from the EXHIBIT to protect the confidence in which they were given.

Source: TOURISTICS interviews with marinas, yacht clubs, sailing clubs; Boating Ontario 2011 Marinas & Destination Guide Ontario Marine Operators Association; Lake Ontario and the 1000 Islands Ports O' Call, Lakeland Boating; Lake Ontario & the Thousand Islands, Ports Cruising Guide; Trent-Severn & Lake Simcoe, Ports Cruising Guide

EXHIBIT 16 NUMBER OF SEASONAL AND TRANSIENT SLIPS WITHIN TRANSIENT MARKET AREA OF PROPOSED DESERONTO MARINA

| Market Area | Total Number of Slips | Number of Seasonal Slips | Number of Transient Slips | Number of Occupied Slips in 2011 Boating Season |
|--------------------------|-----------------------|--------------------------|---------------------------|---|
| Within 20 nautical miles | 991 | 850 | 141 | 781 |
| 21 to 40 nautical miles | 2,476 | 1,853 | 623 | 1,681 |
| 41 to 60 nautical miles | 1,533 | 1,204 | 329 | 1,109 |
| 61 to 80 nautical miles | 11,734 | 9,941 | 1,793 | 8,253 |
| Total | 16,734 | 13,848 | 2,886 | 11,824 |

Source: EXHIBIT 15 and TOURISTICS interviews with marina owner/operators and yacht club Commodores, 2011.

EXHIBIT 17 ESTIMATED NUMBER OF POWER AND SAIL BOATS WITHIN TRANSIENT MARKET AREA OF PROPOSED DESERONTO MARINA¹

| Market Area | Power Boats | Sailboats |
|--------------------------|--------------|--------------|
| Within 20 nautical miles | 409 | 372 |
| 21 to 40 nautical miles | 725 | 956 |
| 41 to 60 nautical miles | 544 | 565 |
| 61 to 80 nautical miles | 4,219 | 4,034 |
| Total | 5,897 | 5,927 |

¹Does not include boats currently stored away from marinas and using launch ramps to enter lakes in market area

Source: EXHIBIT 4, EXHIBIT 15 and TOURISTICS interviews with marina owner/operators and yacht club Commodores, 2011.

EXHIBIT 18 TRANSIENT BOATERS WITHIN PROPOSED DESERONTO MARINA'S MARKET AREA IN 2011

| Market Area | Number of Boats ¹ | | Number of Boater Days Away from Home Marina ² |
|--------------------------------|------------------------------|--------------|--|
| | Ontario | New York | |
| Within 20 nautical miles | 781 | | 12,270 |
| Within 21 to 40 nautical miles | 1,681 | | 8,560 |
| Within 41 to 60 nautical miles | 843 | 266 | 2,770 |
| Within 61 to 80 nautical miles | 1,693 | 6,560 | 11,290 |
| Total | 4,998 | 6,826 | 34,890 |

¹ EXHIBIT 15 and 16

² EXHIBIT 12, 13 and 17

Note: The boating season for the proposed marina is 138 days (i.e. May 15 to September 30)

EXHIBIT 19 PROJECTED NUMBER OF BOATS WITHIN 80 NAUTICAL MILES PROPOSED DESERONTO MARINA SITE 2011 TO 2023

| Market Area in Nautical Miles | Historical | Projected Number of Boats in Market Area ¹ | | | | | | | | | | | |
|-------------------------------|-------------------|---|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | 2011 ² | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| 0 to 20 | 781 | 810 | 840 | 870 | 900 | 930 | 960 | 990 | 1,020 | 1,050 | 1,080 | 1,110 | 1,150 |
| 21 to 40 | 1,681 | 1,740 | 1,800 | 1,860 | 1,930 | 1,990 | 2,050 | 2,110 | 2,180 | 2,250 | 2,320 | 2,390 | 2,470 |
| 41 to 60 | 1,109 | 1,140 | 1,170 | 1,200 | 1,240 | 1,270 | 1,300 | 1,330 | 1,370 | 1,410 | 1,450 | 1,490 | 1,530 |
| 61 to 80 | 8,253 | 8,330 | 8,410 | 8,490 | 8,580 | 8,680 | 8,780 | 8,880 | 8,990 | 9,100 | 9,210 | 9,320 | 9,430 |
| Total | 11,824 | 12,020 | 12,220 | 12,420 | 12,650 | 12,870 | 13,090 | 13,310 | 13,560 | 13,810 | 14,060 | 14,310 | 14,580 |

Notes: ¹Based on projected annual growth of boats in Ontario and New York >6 metres in length, EXHIBIT 5

²EXHIBIT 16

EXHIBIT 20 PROJECTED POTENTIAL TRANSIENT BOATERS WITHIN PROPOSED DESERONTO MARINA'S MARKET AREA 2011 TO 2023

| Market Area in Nautical Miles | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|-------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| 0 to 20 | 11,710 | 12,190 | 12,620 | 13,080 | 13,550 | 13,960 | 14,390 | 14,830 | 15,290 | 15,770 | 16,260 | 16,770 | 17,300 |
| 21 to 40 | 8,220 | 8,510 | 8,880 | 9,120 | 9,450 | 9,730 | 10,030 | 10,340 | 10,660 | 10,990 | 11,340 | 11,690 | 12,060 |
| 41 to 60 | 2,660 | 2,740 | 2,820 | 2,900 | 2,990 | 3,070 | 3,150 | 3,230 | 3,320 | 3,410 | 3,500 | 3,590 | 3,690 |
| 61 to 80 | 10,840 | 10,940 | 11,050 | 11,160 | 11,280 | 11,410 | 11,550 | 11,680 | 11,820 | 11,950 | 12,100 | 12,240 | 12,380 |
| Total | 33,430 | 34,380 | 35,370 | 36,260 | 37,270 | 38,170 | 39,120 | 40,080 | 41,090 | 42,120 | 43,200 | 44,290 | 45,430 |

Based on EXHIBITS 12, 13, 17 and 18, reduced by 4 percent to account for bad weather days

EXHIBIT 21 TRENT SEVERN WATERWAY VESSEL STATISTICS

| Trenton – Lock Station 1 | | | | | | | |
|---------------------------------|------------|-------------|-------------|---------------|------------------|----------------|--------------|
| Year | May | June | July | August | September | October | Total |
| 2007 | 64 | 200 | 480 | 297 | 120 | 3 | 1,164 |
| 2008 | 37 | 153 | 329 | 302 | 85 | 8 | 914 |
| 2009 | 43 | 146 | 395 | 315 | 103 | 7 | 1,009 |
| 2010 | 89 | 156 | 388 | 311 | 88 | 55 | 1,087 |
| 2011 | 36 | 162 | 389 | 287 | 112 | 7 | 993 |

Source: Parks Canada, Trent Severn Waterway National Historic Site, Director of Canal Operations, 2011

EXHIBIT 22 MURRAY CANAL VESSEL STATISTICS

| | May | June | July | August | September | October | Total |
|-----------------|------------|-------------|-------------|---------------|------------------|----------------|--------------|
| 2009 | | | | | | | |
| Brighton Bridge | | | | | | | 2,637 |
| Carrying Place | | | | | | | 2,974 |
| 2010 | | | | | | | |
| Brighton Bridge | 83 | 194 | 1,006 | 914 | 191 | 28 | 2,416 |
| Carrying Place | 101 | 214 | 1,084 | 990 | 211 | 31 | 2,631 |
| 2011 | | | | | | | |
| Brighton Bridge | | 252 | 934 | 911 | 189 | 40 | |
| Carrying Place | | 315 | 1,213 | 1,101 | 228 | 47 | |

Source: Parks Canada, Trent Severn Waterway National Historic Site, Operations Supervisor Southern Sector, 2011

EXHIBIT 23A CONCEPT 1 PRELIMINARY COST ESTIMATE

| | | | | | | | | |
|------------------|---|----|------|----------------|---------|-------------------|-----------|-----------------------|
| Concept 1 | | | | | | | | \$4,606,400.00 |
| | | | 158 | slips | | | | \$29,154.43 |
| Item | Description | | | | | | | |
| 1 | Mobilization/ Demobilization | | 1 | L.S. | 100000 | \$ | | \$100,000.00 |
| 2 | Dredging | | 6000 | m ³ | 200 | \$/m ³ | | \$1,200,000.00 |
| 3 | Breakwater | | | | | | | |
| | West Breakwater | | 80 | m | 4500 | \$/m | | \$360,000.00 |
| | South Breakwater | | 240 | m | 4500 | \$/m | | \$1,080,000.00 |
| | East Breakwater | | 70 | m | 4500 | \$/m | | \$315,000.00 |
| 4 | Docks | | | | | | | |
| | Ramps | 2 | m | 4 | | 8000 | \$/ramp | \$32,000.00 |
| | Main | 2 | m | 98 | m | 900 | \$/m | \$88,200.00 |
| | Finger (1m wide) | 9 | m | 22 | fingers | 5400 | \$/finger | \$118,800.00 |
| | Main | 2 | m | 98 | m | 900 | \$/m | \$88,200.00 |
| | Finger (1m wide) | 9 | m | 22 | fingers | 5400 | \$/finger | \$118,800.00 |
| | Main | 2 | m | 98 | m | 900 | \$/m | \$88,200.00 |
| | Finger (1m wide) | 11 | m | 20 | fingers | 6600 | \$/finger | \$132,000.00 |
| | Main | 2 | m | 82 | m | 900 | \$/m | \$73,800.00 |
| | Finger (1m wide) | 11 | m | 7 | fingers | 6600 | \$/finger | \$46,200.00 |
| | Finger (1m wide) | 14 | m | 8 | fingers | 8400 | \$/finger | \$67,200.00 |
| 5 | Service at Dock | | | | | | | |
| | 9 m slips | | 88 | slips | 3000 | \$/slip | | \$264,000.00 |
| | 11 m slips | | 54 | slips | 3000 | \$/slip | | \$162,000.00 |
| | 14 m slips | | 16 | slips | 3000 | \$/slip | | \$48,000.00 |
| 6 | Shore Treatment | | | | | | | |
| | Revetment | | 170 | metre | 1200 | \$/m | | \$204,000.00 |
| | Habitat Enhancement (allowance) | | | | | | | \$20,000.00 |

EXHIBIT 23B CONCEPT 2 PRELIMINARY COST ESTIMATE

| | | | | | | | | |
|------------------|---|----|---|------|----------------|--------|-------------------|-----------------------|
| Concept 2 | | | | | | | | \$5,733,600.00 |
| | | | | 234 | slips | | | \$24,502.56 |
| Item | Description | | | | | | | |
| 1 | Mobilization/ Demobilization | | | 1 | L.S. | 100000 | \$ | \$100,000.00 |
| 2 | Dredging | | | 6500 | m ³ | 200 | \$/m ³ | \$1,300,000.00 |
| 3 | Breakwater | | | | | | | |
| | West Breakwater | | | 125 | m | 4500 | \$/m | \$562,500.00 |
| | South Breakwater | | | 250 | m | 4500 | \$/m | \$1,125,000.00 |
| | East Breakwater | | | 100 | m | 4500 | \$/m | \$450,000.00 |
| 4 | Docks | | | | | | | |
| | Ramp | 2 | m | 4 | | 8000 | \$/ramp | \$32,000.00 |
| | Main | 2 | m | 153 | m | 900 | \$/m | \$137,700.00 |
| | Finger (1m wide) | 9 | m | 32 | fingers | 5400 | \$/finger | \$172,800.00 |
| | Main | 2 | m | 154 | m | 900 | \$/m | \$138,600.00 |
| | Finger (1m wide) | 9 | m | 32 | fingers | 5400 | \$/finger | \$172,800.00 |
| | Main | 2 | m | 145 | m | 900 | \$/m | \$130,500.00 |
| | Finger (1m wide) | 11 | m | 28 | fingers | 6600 | \$/finger | \$184,800.00 |
| | Main | 2 | m | 127 | m | 900 | \$/m | \$114,300.00 |
| | Finger (1m wide) | 11 | m | 13 | fingers | 6600 | \$/finger | \$85,800.00 |
| | Finger (1m wide) | 14 | m | 12 | fingers | 8400 | \$/finger | \$100,800.00 |
| 5 | Service at Dock | | | | | | | |
| | 9 m slips | | | 128 | slips | 3000 | \$/slip | \$384,000.00 |
| | 11 m slips | | | 82 | slips | 3000 | \$/slip | \$246,000.00 |
| | 14 m slips | | | 24 | slips | 3000 | \$/slip | \$72,000.00 |
| 6 | Shore Treatment | | | | | | | |
| | Revetment | | | 170 | metre | 1200 | \$/m | \$204,000.00 |
| | Habitat Enhancement (allowance) | | | | | | | \$20,000.00 |

EXHIBIT 23C CONCEPT 3 PRELIMINARY COST ESTIMATE

| | | | | | | | | |
|------------------|---|----|---|-----|---------|-------|-----------|-----------------------|
| Concept 3 | | | | | | | | \$3,621,100.00 |
| | | | | 156 | slips | | | \$23,212.18 |
| Item | Description | | | | | | | |
| 1 | Mobilization/ Demobilization | | | 1 | L.S. | 50000 | \$ | \$50,000.00 |
| 2 | Breakwater | | | | | | | |
| | West Breakwater (Main) | | | 116 | m | 4500 | \$/m | \$522,000.00 |
| | South Breakwater | | | 200 | m | 4500 | \$/m | \$900,000.00 |
| | Southeast Breakwater | | | 84 | m | 4500 | \$/m | \$378,000.00 |
| | East Breakwater | | | 55 | m | 4500 | \$/m | \$247,500.00 |
| 3 | Docks | | | | | | | |
| | Ramp | 3 | m | 1 | | 4000 | \$/ramp | \$4,000.00 |
| | Main | 2 | m | 187 | m | 900 | \$/m | \$168,300.00 |
| | Finger (1m wide) | 9 | m | 42 | fingers | 5400 | \$/finger | \$226,800.00 |
| | Main | 2 | m | 185 | m | 900 | \$/m | \$166,500.00 |
| | Finger (1m wide) | 11 | m | 28 | fingers | 6600 | \$/finger | \$184,800.00 |
| | Finger (1m wide) | 14 | m | 8 | fingers | 8400 | \$/finger | \$67,200.00 |
| 4 | Service at Dock | | | | | | | |
| | 9 m slips | | | 84 | slips | 3000 | \$/slip | \$252,000.00 |
| | 11 m slips | | | 56 | slips | 3000 | \$/slip | \$168,000.00 |
| | 14 m slips | | | 16 | slips | 3000 | \$/slip | \$48,000.00 |
| 6 | Shore Treatment | | | | | | | |
| | Revetment | | | 180 | metre | 1200 | \$/m | \$216,000.00 |
| | Habitat Enhancement (allowance) | | | | | | | \$22,000.00 |

EXHIBIT 23D CONCEPT 4 PRELIMINARY COST ESTIMATE

| | | | | | | | | |
|------------------|-------------------------------------|----|---|-----|---------|-------|-----------|-----------------------|
| Concept 4 | | | | | | | | \$5,141,500.00 |
| | | | | 228 | slips | | | \$22,550.44 |
| Item | Description | | | | | | | |
| 1 | Mobilization/ Demobilization | | | 1 | L.S. | 50000 | \$ | \$50,000.00 |
| 2 | Breakwater | | | | | | | |
| | West Breakwater | | | 120 | m | 4500 | \$/m | \$540,000.00 |
| | South Breakwater | | | 280 | m | 4500 | \$/m | \$1,260,000.00 |
| | Southeast Breakwater | | | 60 | m | 4500 | \$/m | \$270,000.00 |
| | East Breakwater | | | 130 | m | 4500 | \$/m | \$585,000.00 |
| 3 | Docks | | | | | | | |
| | Ramp | 3 | m | 1 | | 12000 | \$/ramp | \$12,000.00 |
| | Main | 4 | m | 182 | m | 1800 | \$/m | \$327,600.00 |
| | | | | | | | | |
| | Main | 2 | m | 110 | m | 900 | \$/m | \$99,000.00 |
| | Finger (1m wide) | 11 | m | 22 | fingers | 6600 | \$/finger | \$145,200.00 |
| | | | | | | | | |
| | Main | 2 | m | 110 | m | 900 | \$/m | \$99,000.00 |
| | Finger (1m wide) | 11 | m | 22 | fingers | 6600 | \$/finger | \$145,200.00 |
| | | | | | | | | |
| | Main | 2 | m | 26 | m | 900 | \$/m | \$23,400.00 |
| | Finger (1m wide) | 9 | m | 3 | fingers | 5400 | \$/finger | \$16,200.00 |
| | | | | | | | | |
| | Main | 2 | m | 121 | m | 900 | \$/m | \$108,900.00 |
| | Finger (1m wide) | 14 | m | 11 | fingers | 8400 | \$/finger | \$92,400.00 |
| | | | | | | | | |
| | Main | 2 | m | 124 | m | 900 | \$/m | \$111,600.00 |
| | Finger (1m wide) | 9 | m | 28 | fingers | 5400 | \$/finger | \$151,200.00 |
| | | | | | | | | |
| | Main | 2 | m | 124 | m | 900 | \$/m | \$111,600.00 |
| | Finger (1m wide) | 9 | m | 28 | fingers | 5400 | \$/finger | \$151,200.00 |
| 4 | Service at Dock | | | | | | | |
| | 9 m slips | | | 118 | slips | 3000 | \$/slip | \$354,000.00 |
| | 11 m slips | | | 88 | slips | 3000 | \$/slip | \$264,000.00 |
| | 14 m slips | | | 22 | slips | 3000 | \$/slip | \$66,000.00 |
| 6 | Shore Treatment | | | | | | | |
| | Revetment | | | 120 | metre | 1200 | \$/m | \$144,000.00 |
| | Habitat Enhancement (allowance) | | | | | | | \$14,000.00 |

EXHIBIT 23E CONCEPT 5 PRELIMINARY COST ESTIMATE

| | | | | | | | | |
|------------------|---|----|---|-------|----------------|--------|-------------------|-----------------------|
| Concept 5 | | | | | | | | \$7,901,600.00 |
| | | | | 138 | slips | | | \$57,257.97 |
| Item | Description | | | | | | | |
| 1 | Mobilization/ Demobilization | | | 1 | L.S. | 100000 | \$ | \$100,000.00 |
| 2 | Dredging | | | 27000 | m ³ | 200 | \$/m ³ | \$5,400,000.00 |
| 3 | Breakwater | | | | | | | |
| | West Breakwater | | | 130 | m | 4500 | \$/m | \$585,000.00 |
| 4 | Docks | | | | | | | |
| | Ramp | 2 | m | 1 | | 8000 | \$/ramp | \$8,000.00 |
| | Main | 4 | m | 180 | m | 1800 | \$/m | \$324,000.00 |
| | Main | 4 | m | 35 | m | 1800 | \$/m | \$63,000.00 |
| | Main | 2 | m | 70 | m | 900 | \$/m | \$63,000.00 |
| | Finger (1m wide) | 9 | m | 16 | fingers | 5400 | \$/finger | \$86,400.00 |
| | Main | 2 | m | 90 | m | 900 | \$/m | \$81,000.00 |
| | Finger (1m wide) | 9 | m | 24 | fingers | 5400 | \$/finger | \$129,600.00 |
| | Main | 2 | m | 100 | m | 900 | \$/m | \$90,000.00 |
| | Finger (1m wide) | 11 | m | 20 | fingers | 6600 | \$/finger | \$132,000.00 |
| | Main | 2 | m | 100 | m | 900 | \$/m | \$90,000.00 |
| | Finger (1m wide) | 11 | m | 10 | fingers | 6600 | \$/finger | \$66,000.00 |
| | Finger (1m wide) | 14 | m | 9 | fingers | 8400 | \$/finger | \$75,600.00 |
| 5 | Service at Dock | | | | | | | |
| | 9 m slips | | | 80 | slips | 3000 | \$/slip | \$240,000.00 |
| | 11 m slips | | | 40 | slips | 3000 | \$/slip | \$120,000.00 |
| | 14 m slips | | | 18 | slips | 3000 | \$/slip | \$54,000.00 |
| 6 | Shore Treatment | | | | | | | |
| | Revetment | | | 150 | metre | 1200 | \$/m | \$180,000.00 |
| | Habitat Enhancement (allowance) | | | | | | | \$14,000.00 |

EXHIBITS 23F CONCEPT 2A PRELIMINARY COST ESTIMATE

| | | | | | | | | | | |
|--------------------------------|------------------|-------------------------------------|--|------|------|----------------|---------|-----------------------|-----------------------|----------------|
| Concept 2a | | | | | | | | \$9,326,200.00 | \$9,326,200.00 | |
| | | | | | 274 | slips | | \$34,037.23 | | |
| Item | Year | Description | | | | | | | | |
| Marina Basin Components | | | | | | | | | | |
| 1 | 1 & 2 | Mobilization/ Demobilization | | | 1 | L.S. | 100,000 | \$ | \$100,000.00 | \$100,000.00 |
| 2 | 2 | Dredging | | | 6500 | m ³ | 200 | \$/m ³ | \$1,300,000.00 | \$1,300,000.00 |
| 3 | 2 | Breakwater | | | | | | | | \$2,350,000.00 |
| | | West Breakwater | | | 150 | m | 4,500 | \$/m | \$675,000.00 | |
| | | South Breakwater | | | 225 | m | 4,500 | \$/m | \$1,012,500.00 | |
| | | East Breakwater | | | 125 | m | 4,500 | \$/m | \$562,500.00 | |
| | | Bubbling System | | L.S. | 1 | L.S. | 100,000 | | \$100,000.00 | |
| 4 | 2 | Docks | | | | | | | | \$1,482,200.00 |
| | | Ramp | | 2 | m | 4 | | 8,000 | \$/ramp | \$32,000.00 |
| | | Main | | 2 | m | 178 | m | 900 | \$/m | \$160,200.00 |
| | | Finger (1m wide) | | 9 | m | 38 | fingers | 5,400 | \$/finger | \$205,200.00 |
| | | Main | | 2 | m | 178 | m | 900 | \$/m | \$160,200.00 |
| | | Finger (1m wide) | | 9 | m | 38 | fingers | 5,400 | \$/finger | \$205,200.00 |
| | | Main | | 2 | m | 176 | m | 900 | \$/m | \$158,400.00 |
| | | Finger (1m wide) | | 11 | m | 34 | fingers | 6,600 | \$/finger | \$224,400.00 |
| | | Main | | 2 | m | 148 | m | 900 | \$/m | \$133,200.00 |
| | | Finger (1m wide) | | 11 | m | 13 | fingers | 6,600 | \$/finger | \$85,800.00 |
| | | Finger (1m wide) | | 14 | m | 14 | fingers | 8,400 | \$/finger | \$117,600.00 |

EXHIBITS 23F CONCEPT 2A PRELIMINARY COST ESTIMATE (Continued)

| | | | | | | | | | | |
|------------------|---|------------------------------------|------|------|-------|---------|-------------------|----------------|----------------|--------------|
| 5 | 2 | Services at Dock | | | | | | | | \$822,000.00 |
| | | 9 m slips | | 152 | slips | 3,000 | \$/slip | \$456,000.00 | | |
| | | 11 m slips | | 94 | slips | 3,000 | \$/slip | \$282,000.00 | | |
| | | 14 m slips | | 28 | slips | 3,000 | \$/slip | \$84,000.00 | | |
| 6 | 1 | Service Dock | | | | | | | | \$365,000.00 |
| | | Dock | L.S. | 40 | m | 3,000 | \$/m | \$120,000.00 | | |
| | | Fuel Pumps | L.S. | 2 | | 100,000 | \$/pump | \$200,000.00 | | |
| | | Pump Out | L.S. | 1 | | 45,000 | \$/pump | \$45,000.00 | | |
| 7 | 1 | Shore Treatment | | | | | | | | \$629,000.00 |
| | | Revetment | | 490 | metre | 1,200 | \$/m | \$588,000.00 | | |
| | | Habitat Enhancement (allowance) | L.S. | | | | | \$41,000.00 | | |
| 8 | 1 | Launch Ramp | | | | | | | | \$230,000.00 |
| | | Walls | L.S. | 40 | m | 2,000 | \$/m | \$80,000.00 | | |
| | | Ramp, two lanes | L.S. | 1 | | 120,000 | L.S. | \$120,000.00 | | |
| | | Docks & Ramps | L.S. | 2 | | 15,000 | L.S. | \$30,000.00 | | |
| Site Work | | | | | | | | | | |
| 9 | 1 | Building | | 350 | sq.m. | 3,500 | \$/m ² | \$1,225,000.00 | \$1,225,000.00 | |
| 10 | 1 | Parking Lots and Roads | | | | | | | | \$413,000.00 |
| | | Parking and Roads | | 6000 | sq.m. | 35 | \$/m ² | \$210,000.00 | | |
| | | Launch ramp parking | | 5800 | sq.m. | 35 | \$/m ² | \$203,000.00 | | |
| 11 | 1 | Boat Storage Area Allowance | L.S. | 1 | | 150,000 | L.S. | \$150,000.00 | \$150,000.00 | |

EXHIBITS 23F CONCEPT 2A PRELIMINARY COST ESTIMATE (Continued)

| | | | | | | | | | | |
|----|-----|----------------------------|--|-----|---|--|---------|------|--------------|--------------|
| 12 | 2 | Summer Rec. Area Allowance | | L.S | 1 | | 10,000 | L.S. | \$10,000.00 | \$10,000.00 |
| | | | | | | | | | | |
| 13 | 1 | Services Allowance | | L.S | 1 | | 100,000 | L.S. | \$100,000.00 | \$100,000.00 |
| | | | | | | | | | | |
| 14 | 1&2 | Landscape Allowance | | L.S | 1 | | 150,000 | L.S. | \$150,000.00 | \$150,000.00 |

EXHIBITS 23G CONCEPT 4A PRELIMINARY COST ESTIMATE

| | | | | | | | | | | |
|--------------------------------|----------------|-------------------------------------|----|------|-----|-------------------------------------|--------|-----------------------|-----------------------|----------------|
| Concept 4a | | | | | | | | \$8,715,800.00 | \$8,715,800.00 | |
| | | | | | 266 | slips * | | \$32,766.17 | | |
| Item | Year | Description | | | | * additional 90 m of dock available | | | | |
| Marina Basin Components | | | | | | | | | | |
| 1 | 1&2 | Mobilization/ Demobilization | | | 1 | L.S. | 50000 | \$ | \$50,000.00 | \$50,000.00 |
| 2 | 2 | Breakwaters | | | | | | | | \$2,890,000.00 |
| | | West Breakwater | | | 140 | m | 4500 | \$/m | \$630,000.00 | |
| | | South Breakwater | | | 280 | m | 4500 | \$/m | \$1,260,000.00 | |
| | | Southeast Breakwater | | | 60 | m | 4500 | \$/m | \$270,000.00 | |
| | | East Breakwater | | | 140 | m | 4500 | \$/m | \$630,000.00 | |
| | | Bubbling System | | L.S. | 1 | L.S. | 100000 | | \$100,000.00 | |
| 3 | 2 | Docks | | | | | | | | \$1,780,800.00 |
| | | Ramp | 3 | m | 1 | | 12000 | \$/ramp | \$12,000.00 | |
| | | Main | 4 | m | 182 | m | 1800 | \$/m | \$327,600.00 | |
| | | Main | 2 | m | 110 | m | 900 | \$/m | \$99,000.00 | |
| | | Finger (1m wide) | 11 | m | 22 | fingers | 6600 | \$/finger | \$145,200.00 | |
| | | Main | 2 | m | 110 | m | 900 | \$/m | \$99,000.00 | |
| | | Finger (1m wide) | 11 | m | 22 | fingers | 6600 | \$/finger | \$145,200.00 | |
| | | Main | 2 | m | 90 | m | 900 | \$/m | \$81,000.00 | |
| | | Finger (1m wide) | 9 | m | 11 | fingers | 5400 | \$/finger | \$59,400.00 | |
| | | Main | 2 | m | 122 | m | 900 | \$/m | \$109,800.00 | |
| | | Finger (1m wide) | 11 | m | 9 | fingers | 6600 | \$/finger | \$59,400.00 | |
| | | Finger (1m wide) | 14 | m | 14 | fingers | 8400 | \$/finger | \$117,600.00 | |

EXHIBITS 23G CONCEPT 4A PRELIMINARY COST ESTIMATE (Continued)

| | | | | | | | | | | |
|------------------|---|---------------------------------|---|------|-----|---------|---------|-------------------|----------------|----------------|
| 3 | 2 | Main | 2 | m | 124 | m | 900 | \$/m | \$111,600.00 | |
| | | Finger (1m wide) | 9 | m | 28 | fingers | 5400 | \$/finger | \$151,200.00 | |
| | | | | | | | | | | |
| | | Main | 2 | m | 124 | m | 900 | \$/m | \$111,600.00 | |
| | | Finger (1m wide) | 9 | m | 28 | fingers | 5400 | \$/finger | \$151,200.00 | |
| | | | | | | | | | | |
| 4 | 2 | Services at Dock | | | | | | | | \$798,000.00 |
| | | 9 m slips | | | 132 | slips | 3000 | \$/slip | \$396,000.00 | |
| | | 11 m slips | | | 106 | slips | 3000 | \$/slip | \$318,000.00 | |
| | | 14 m slips | | | 28 | slips | 3000 | \$/slip | \$84,000.00 | |
| | | | | | | | | | | |
| 5 | 1 | Service Dock | | | | | | | | \$365,000.00 |
| | | Dock | | L.S. | 40 | m | 3000 | \$/m | \$120,000.00 | |
| | | Fuel Pumps | | L.S. | 2 | | 100000 | \$/pump | \$200,000.00 | |
| | | Pump Out | | L.S. | 1 | | 45000 | \$/pump | \$45,000.00 | |
| | | | | | | | | | | |
| 6 | 1 | Shore Treatment | | | | | | | | \$554,000.00 |
| | | Revetment | | | 450 | metre | 1200 | \$/m | \$540,000.00 | |
| | | Habitat Enhancement (allowance) | | | | | | | \$14,000.00 | |
| | | | | | | | | | | |
| 7 | 1 | Launch Ramp | | | | | | | | \$230,000.00 |
| | | Walls | | L.S. | 40 | m | 2,000 | \$/m | \$80,000.00 | |
| | | Ramp, two lanes | | L.S. | 1 | | 120,000 | L.S. | \$120,000.00 | |
| | | Docks & Ramps | | L.S. | 2 | | 15,000 | L.S. | \$30,000.00 | |
| | | | | | | | | | | |
| Site Work | | | | | | | | | | |
| 8 | 1 | Building | | | 350 | sq.m. | 3,500 | \$/m ² | \$1,225,000.00 | \$1,225,000.00 |

EXHIBITS 23G CONCEPT 4A PRELIMINARY COST ESTIMATE (Continued)

| | | | | | | | | | | |
|-----------|----------------|------------------------------------|--|-----|------|-------|---------|-------------------|--------------|---------------------|
| 9 | 1 | Parking Lots and Roads | | | | | | | | \$413,000.00 |
| | | Parking and Roads | | | 6000 | sq.m. | 35 | \$/m ² | \$210,000.00 | |
| | | Launch ramp parking | | | 5800 | sq.m. | 35 | \$/m ² | \$203,000.00 | |
| | | | | | | | | | | |
| 10 | 1 | Boat Storage Area Allowance | | L.S | 1 | | 150,000 | L.S. | \$150,000.00 | \$150,000.00 |
| | | | | | | | | | | |
| 11 | 2 | Summer Rec. Area Allowance | | L.S | 1 | | 10,000 | L.S. | \$10,000.00 | \$10,000.00 |
| | | | | | | | | | | |
| 12 | 1 | Services Allowance | | L.S | 1 | | 100,000 | L.S. | \$100,000.00 | \$100,000.00 |
| | | | | | | | | | | |
| 13 | 1&2 | Landscape Allowance | | L.S | 1 | | 150,000 | L.S. | \$150,000.00 | \$150,000.00 |

EXHIBIT 24 FACILITIES/SERVICES TO BE CONSIDERED FOR PROPOSED DESERONTO MARINA

| Facility/Services | Market Appeal | Pro | Con | Revenue Generator | Broaden Market Appeal | Address Future Market Demand |
|--|--|---|---|-------------------|-----------------------|------------------------------|
| Finger docks 30 feet (9 metres) (55%) 36 feet (11 metres) (35%) 46 feet (14 metres) (10%) | Transient boaters Seasonal boaters | Attracts new visitors to Town Address the increased demand expected by from 2013 and 2023 Create more revenue for Town and Town & Area businesses | | √ | √ | √ |
| Wide main docks 8 feet (2.4 metres) | Transient boaters Seasonal boaters Family-oriented boaters Senior boaters | Provide easier passage to and from boats when others are socializing Provide greater comfort for older boaters and those with small children from a safety point of view | | | √ | √ |
| Long finger docks | Transient boaters Seasonal boaters | Appeal to those with bigger boats Reduce or eliminate necessity to stern in boats | | √ | √ | √ |
| Water and power hookups at each slips 30 amps at 30 foot slips 50 amps at 36 & 46 foot slips | Transient boaters Seasonal boaters | Virtually all marinas now provide this service Larger amperage appeals to larger boats and those with air conditioning | | √ | √ | √ |
| Washrooms, Showers, Laundry | Transient boaters Seasonal boaters | Added convenience for boaters Virtually all marinas provide this service Improve Deseronto marina's competitive position | Will need to be vandal proofed, unless within secured area | | √ | √ |
| On-site winter storage | Seasonal boaters Senior boaters | Improve Deseronto marina's competitive position Excellent source of additional revenue with little capital cost investment | Depending on other on-site off-season activities, may be considered unsightly Will need to be vandal proofed, unless within secured area | √ | √ | √ |

EXHIBIT 24 FACILITIES/SERVICES TO BE CONSIDERED FOR PROPOSED DESERONTO MARINA

(Continued)

| Facility/Service | Market Appeal | Pro | Con | Revenue Generator | Broaden Market Appeal | Address Future Market Demand |
|--|--|---|--|-------------------|-----------------------|------------------------------|
| Individual hook ups to pump out using a vacuum system | Transient boaters Seasonal boaters Senior boaters | New first class marinas are providing this service Appeals to novice and seniors boater market | May be cost prohibitive | √ | √ | √ |
| Covered exercise/activity area | Transient boaters | Appeal to boaters during inclement weather Rental in off season a source of revenue | May be cost prohibitive | √ | √ | |
| Children’s adventure play area with nautical theme | Family oriented boaters | Appeals to the younger crowd | May be cost prohibitive | | √ | √ |
| Retail area/kiosk selling clothing, etc. with marina logo | Transient boaters Seasonal boaters | Appeal to boaters during inclement weather Rental in off season as a source of revenue Create an opportunity for business partnership | May be cost prohibitive | √ | √ | |
| Phone, Cable TV hookups at slips | Transient boaters Seasonal boaters | Increasing number of other marinas have added this service Improve Deseronto marina’s competitive position | May be cost prohibitive | | √ | √ |
| Wireless Internet connections | Transient boaters Seasonal boaters | Increasing number of other marinas have added this service Improve Deseronto marina’s competitive position | | | √ | √ |
| Dock boxes | Seasonal boaters | Added convenience for boaters | Take up limited space at corner of docks | √ | √ | |
| Quick Service Phone Connection for Boater Service Requirements (i.e. Marine supplies, Dry cleaning, Groceries, etc.) | Transient boaters Family oriented boaters Senior boaters | Improve Deseronto marina’s competitive position Create an opportunity for business partnership | Will need to be vandal proofed, unless within secured area | | √ | √ |

EXHIBIT 24 FACILITIES/SERVICES TO BE CONSIDERED FOR PROPOSED DESERONTO MARINA

(Continued)

| Facility/Service | Market Appeal | Pro | Con | Revenue Generator | Broaden Appeal | Market | Address Future Market Demand |
|--|---|--|--|-------------------|----------------|--------|------------------------------|
| Nautical Themed Restaurant | Transient boaters Seasonal boaters Senior boaters Family oriented boaters General tourists Town & Area residents | Appeal to general tourists interested in boating activity Additional revenue source for Town Improve Deseronto marina's competitive position in attracting transient boaters Create an opportunity for business partnership | May be cost prohibitive Low revenue to expense margins Depending on proximity to other Town centred businesses, may have low winter business May not be welcomed by other restaurants in Town | √ | √ | | |
| Patio/bar restaurant | Transient boaters Seasonal boaters General Tourists Town & Area residents | Provide an outdoor food and beverage facility Additional revenue for Town Create an opportunity for business partnership | May be cost prohibitive Highest use on sunny, warm days | √ | √ | | √ |
| Dock/Wharf space for Charter Fishing activity Access/Egress Fish cleaning area | General Tourists Town & Area residents | Provides dedicated venue for existing commercial business Additional attraction for residents and tourists Create an opportunity for business partnership | Charter fishing appears to be declining on Lake Ontario There are at least three charter fishing operations already in place | √ | √ | | |
| Complimentary Shuttle Service | Transient boaters Senior boaters | Improve Deseronto marina's competitive position Create greater profile for local and area service group or automobile dealerships Create an opportunity for business partnership | May be cost prohibitive May not be necessary due to close proximity of town centre area | | √ | | √ |

EXHIBIT 24 FACILITIES/SERVICES TO BE CONSIDERED FOR PROPOSED DESERONTO MARINA

(Continued)

| Facility/Service | Market Appeal | Pro | Con | Revenue Generator | Broaden Market Appeal | Address Future Market Demand |
|--|---|---|--|-------------------|-----------------------|------------------------------|
| Marina Building (Include 2 offices, retail kiosk, reception, staff area, showers, washrooms and laundry facilities, meeting room for: Instructional boating groups e.g. Napanee Sea Cadets, etc.) likely 275 to 375 sq. metres | Transient boaters Seasonal boaters Senior boaters Family oriented boaters General tourists Town & Area residents | Broadens the boating activity within the harbour area Addresses some safety issues Provides a venue with mixed use potential Essential for marina management & staff | | √ | √ | |
| Information Kiosk | Transient boaters Family oriented boaters Senior boaters | Create interest for longer stays in Deseronto and surrounding area Good advertisement for town & area services/attractions | Will need to be vandal proofed, unless within secured area | | √ | |
| Bicycle Rental Kiosk | Transient boaters Seasonal boaters Family oriented boaters General tourists | Improve Deseronto marina's competitive position for transient boaters Create interest for longer stays in Deseronto and surrounding area Create an opportunity for business partnership | Will need to be vandal proofed, unless within secured area May conflict with service already offered in Town, unless a co-operative venture | | √ | √ |
| Boat/motor sales, marine supplies/ chandlery | Transient boaters Seasonal boaters | Improve Deseronto marina's competitive position for transient boaters Create an opportunity for business partnership | Maybe be space requirement prohibitive | √ | √ | √ |

EXHIBIT 24 FACILITIES/SERVICES TO BE CONSIDERED FOR PROPOSED DESERONTO MARINA

(Continued)

| Facility/Service | Market Appeal | Pro | Con | Revenue Generator | Broaden Market Appeal | Market | Address Future Market Demand |
|--|--|---|--|-------------------|-----------------------|--------|------------------------------|
| Launch ramp | Trailer boats | Improve Deseronto marina's competitive position for smaller boats not requiring a slip Improve Deseronto marina's competitive position for hosting fishing derbies Excellent source of additional revenue | Parking requirements maybe prohibitive | √ | √ | | |
| Barbecue area with charcoal and propane barbecues | Transient boaters Seasonal boaters Family oriented boaters | Improve Deseronto marina's competitive position Increases social spirit around marina Encourage longer stays May lead to increased expenditures in bar | | | √ | | |
| Card Access Security for vehicles, marina building and docks | Seasonal boaters Transient boaters Family oriented boaters | Boaters are increasingly concerned about the security of their boats and belongings Allow public access to marina while securing finger docks | | | √ | | |
| Canada Customs Phone-in Centre | Transient boaters U.S. boaters | Improve Deseronto marina's competitive position for transient boaters Increase likelihood of attracting U.S. boaters, particularly those making their first Canadian stop | | | √ | | |

EXHIBIT 25A PROJECTED USE OF SEASONAL SLIPS AT DESERONTO MARINA, CONCEPT 1 - 158 SLIPS (143 Seasonal)

| | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|
| Seasonal Slips | | | | | | | | | | |
| Total Slips | 158 | 158 | 158 | 158 | 158 | 158 | 158 | 158 | 158 | 158 |
| Total Seasonal Slips | 143 | 143 | 143 | 143 | 143 | 143 | 143 | 143 | 143 | 143 |
| Source of Demand | | | | | | | | | | |
| Latent demand | 74 | 80 | 85 | 89 | 91 | 92 | 92 | 92 | 92 | 92 |
| Trade up from Existing Marinas ¹ | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 |
| Total Seasonal Slips Occupied | 125 | 131 | 136 | 140 | 142 | 143 | 143 | 143 | 143 | 143 |
| Length of Slip Occupied | | | | | | | | | | |
| 9 metres (80 slips) | 68 | 72 | 74 | 77 | 79 | 80 | 80 | 80 | 80 | 80 |
| 11 metres (49 slips) | 43 | 45 | 48 | 49 | 49 | 49 | 49 | 49 | 49 | 49 |
| 14 metres (14 slips) | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 |
| | 87.4% | 91.6% | 95.1% | 97.9% | 99.3% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

¹Based on industry averages with new marinas, assumes 2 percent of boaters at area marinas will be interested in trading up or changing marinas

EXHIBIT 25B PROJECTED USE OF SEASONAL SLIPS AT DESERONTO MARINA, CONCEPT 2 - 234 SLIPS (209 Seasonal)

| | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---|-------|-------|-------|-------|-------|-------|-------|-------|--------|--------|
| Seasonal Slips | | | | | | | | | | |
| Total Slips | 234 | 234 | 234 | 234 | 234 | 234 | 234 | 234 | 234 | 234 |
| Total Seasonal Slips | 209 | 209 | 209 | 209 | 209 | 209 | 209 | 209 | 209 | 209 |
| Source of Demand | | | | | | | | | | |
| Latent demand | 106 | 118 | 128 | 137 | 143 | 148 | 152 | 155 | 158 | 158 |
| Trade up from Existing Marinas ¹ | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 |
| Total Seasonal Slips Occupied | 157 | 169 | 179 | 188 | 194 | 199 | 203 | 206 | 209 | 209 |
| Length of Slip Occupied | | | | | | | | | | |
| 9 metres (114 slips) | 85 | 90 | 94 | 99 | 103 | 107 | 110 | 112 | 114 | 114 |
| 11 metres (74 slips) | 56 | 61 | 65 | 68 | 70 | 71 | 72 | 73 | 74 | 74 |
| 14 metres (21 slips) | 16 | 18 | 20 | 21 | 21 | 21 | 21 | 21 | 21 | 21 |
| | 75.1% | 80.9% | 85.6% | 89.9% | 92.8% | 95.2% | 97.1% | 98.6% | 100.0% | 100.0% |

¹Based on industry averages with new marinas, assumes 2 percent of boaters at area marinas will be interested in trading up or changing marinas

EXHIBIT 25C PROJECTED USE OF SEASONAL SLIPS AT DESERONTO MARINA, CONCEPT 3 - 156 SLIPS (143 Seasonal)

| | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---|-------|-------|-------|-------|-------|-------|-------|--------|--------|--------|
| Seasonal Slips | | | | | | | | | | |
| Total Slips | 156 | 156 | 156 | 156 | 156 | 156 | 156 | 156 | 156 | 156 |
| Total Seasonal Slips | 143 | 143 | 143 | 143 | 143 | 143 | 143 | 143 | 143 | 143 |
| Source of Demand | | | | | | | | | | |
| Latent demand | 61 | 69 | 74 | 79 | 83 | 86 | 89 | 92 | 92 | 92 |
| Trade up from Existing Marinas ¹ | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 |
| Total Seasonal Slips Occupied | 112 | 120 | 125 | 130 | 134 | 137 | 140 | 143 | 143 | 143 |
| Length of Slip Occupied | | | | | | | | | | |
| 9 metres (80 slips) | 58 | 63 | 66 | 70 | 73 | 75 | 78 | 80 | 80 | 80 |
| 11 metres (49 slips) | 40 | 43 | 45 | 46 | 47 | 48 | 48 | 49 | 49 | 49 |
| 14 metres (14 slips) | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 |
| | 78.3% | 83.9% | 87.4% | 90.9% | 93.7% | 95.8% | 97.9% | 100.0% | 100.0% | 100.0% |

¹Based on industry averages with new marinas, assumes 2 percent of boaters at area marinas will be interested in trading up or changing marinas

EXHIBIT 25D PROJECTED USE OF SEASONAL SLIPS AT DESERONTO MARINA, CONCEPT 4 - 228 SLIPS (209 Seasonal)

| | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|
| Seasonal Slips | | | | | | | | | | |
| Total Slips | 228 | 228 | 228 | 228 | 228 | 228 | 228 | 228 | 228 | 228 |
| Total Seasonal Slips | 209 | 209 | 209 | 209 | 209 | 209 | 209 | 209 | 209 | 209 |
| Source of Demand | | | | | | | | | | |
| Latent demand | 99 | 109 | 118 | 126 | 133 | 139 | 145 | 150 | 154 | 158 |
| Trade up from Existing Marinas ¹ | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 |
| Total Seasonal Slips Occupied | 150 | 160 | 169 | 177 | 184 | 190 | 196 | 201 | 205 | 209 |
| Length of Slip Occupied | | | | | | | | | | |
| 9 metres (114 slips) | 82 | 86 | 90 | 94 | 99 | 103 | 107 | 110 | 112 | 114 |
| 11 metres (74 slips) | 52 | 56 | 59 | 62 | 64 | 66 | 68 | 70 | 72 | 74 |
| 14 metres (21 slips) | 16 | 18 | 20 | 21 | 21 | 21 | 21 | 21 | 21 | 21 |
| | 71.8% | 76.6% | 80.9% | 84.7% | 88.0% | 90.9% | 93.8% | 96.2% | 98.1% | 100.0% |

¹Based on industry averages with new marinas, assumes 2 percent of boaters at area marinas will be interested in trading up or changing marinas

EXHIBIT 25E PROJECTED USE OF SEASONAL SLIPS AT DESERONTO MARINA, CONCEPT 5 - 158 SLIPS (143 Seasonal)

| | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|
| Seasonal Slips | | | | | | | | | | |
| Total Slips | 158 | 158 | 158 | 158 | 158 | 158 | 158 | 158 | 158 | 158 |
| Total Seasonal Slips | 143 | 143 | 143 | 143 | 143 | 143 | 143 | 143 | 143 | 143 |
| Source of Demand | | | | | | | | | | |
| Latent demand | 79 | 86 | 88 | 90 | 91 | 92 | 92 | 92 | 92 | 92 |
| Trade up from Existing Marinas ¹ | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 |
| Total Seasonal Slips Occupied | 130 | 137 | 139 | 141 | 142 | 143 | 143 | 143 | 143 | 143 |
| Length of Slip Occupied | | | | | | | | | | |
| 9 metres (72 slips) | 68 | 72 | 72 | 72 | 72 | 72 | 72 | 72 | 72 | 72 |
| 11 metres (55 slips) | 46 | 49 | 51 | 53 | 54 | 55 | 55 | 55 | 55 | 55 |
| 14 metres (16 slips) | 16 | 16 | 16 | 16 | 16 | 16 | 16 | 16 | 16 | 16 |
| | 90.9% | 95.8% | 97.2% | 98.6% | 99.3% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

¹Based on industry averages with new marinas, assumes 2 percent of boaters at area marinas will be interested in trading up or changing marinas

EXHIBIT 25F PROJECTED USE OF SEASONAL SLIPS AT DESERONTO MARINA, CONCEPT 2a - 274 SLIPS (249 Seasonal)

| | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|
| Seasonal Slips | | | | | | | | | | |
| Total Slips | 273 | 273 | 273 | 273 | 273 | 273 | 273 | 273 | 273 | 273 |
| Total Seasonal Slips | 249 | 249 | 249 | 249 | 249 | 249 | 249 | 249 | 249 | 249 |
| Source of Demand | | | | | | | | | | |
| Latent demand | 134 | 148 | 157 | 165 | 174 | 181 | 188 | 193 | 196 | 198 |
| Trade up from Existing Marinas ¹ | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 |
| Total Seasonal Slips Occupied | 185 | 199 | 208 | 216 | 225 | 232 | 239 | 244 | 247 | 249 |
| Length of Slip Occupied | | | | | | | | | | |
| 9 metres (138 slips) | 104 | 111 | 115 | 119 | 123 | 127 | 131 | 135 | 137 | 138 |
| 11 metres (86 slips) | 65 | 70 | 73 | 76 | 79 | 81 | 83 | 84 | 85 | 86 |
| 14 metres (25 slips) | 16 | 18 | 20 | 21 | 23 | 24 | 25 | 25 | 25 | 25 |
| | 74.3% | 79.9% | 83.5% | 86.7% | 90.4% | 93.2% | 96.0% | 98.0% | 99.2% | 100.0% |

¹Based on industry averages with new marinas, assumes 2 percent of boaters at area marinas will be interested in trading up or changing marinas

**EXHIBIT 25G PROJECTED USE OF SEASONAL SLIPS AT DESERONTO MARINA, CONCEPT 4a - 266 SLIPS
(241 Seasonal)**

| | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Seasonal Slips | | | | | | | | | | |
| Total Slips | 266 | 266 | 266 | 266 | 266 | 266 | 266 | 266 | 266 | 266 |
| Total Seasonal Slips | 241 | 241 | 241 | 241 | 241 | 241 | 241 | 241 | 241 | 241 |
| Source of Demand | | | | | | | | | | |
| Latent demand | 119 | 130 | 139 | 146 | 154 | 161 | 168 | 173 | 178 | 181 |
| Trade up from Existing Marinas ¹ | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 |
| Total Seasonal Slips Occupied | 170 | 181 | 190 | 197 | 205 | 212 | 219 | 224 | 229 | 232 |
| Length of Slip Occupied | | | | | | | | | | |
| 9 metres (118 slips) | 84 | 88 | 92 | 96 | 100 | 104 | 108 | 111 | 114 | 116 |
| 11 metres (98 slips) | 70 | 75 | 78 | 80 | 82 | 84 | 86 | 88 | 90 | 91 |
| 14 metres (25 slips) | 16 | 18 | 20 | 21 | 23 | 24 | 25 | 25 | 25 | 25 |
| | 70.5% | 75.1% | 78.8% | 81.7% | 85.1% | 88.0% | 90.9% | 92.9% | 95.0% | 96.3% |

¹Based on industry averages with new marinas, assumes 2 percent of boaters at area marinas will be interested in trading up or changing marinas

EXHIBIT 26A PROJECTED USE OF TRANSIENT SLIPS AT DESERONTO MARINA, CONCEPT 3 (13 Transient Slips)

| | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Transient Slips | | | | | | | | | | |
| Total Market Demand (Boater Days) ¹ | 36,260 | 37,270 | 38,170 | 39,120 | 40,080 | 41,090 | 42,120 | 43,200 | 44,290 | 45,430 |
| Total Transient Slips | 13 | 13 | 13 | 13 | 13 | 13 | 13 | 13 | 13 | 13 |
| Days in Boating Season | | | | | | | | | | |
| Holiday Weekend ² (16 days) | 160 | 160 | 170 | 170 | 170 | 170 | 170 | 190 | 190 | 190 |
| Existing Special Event Weekends ³ (10 days) | 100 | 100 | 100 | 100 | 100 | 100 | 110 | 110 | 110 | 110 |
| New Special Event Weekend ⁴ (6 days) | 30 | 40 | 50 | 50 | 60 | 60 | 60 | 60 | 60 | 60 |
| Normal Weekend (14 days) | 80 | 80 | 80 | 80 | 80 | 90 | 90 | 100 | 100 | 110 |
| Normal Weekdays (92 days) | 90 | 90 | 90 | 90 | 100 | 100 | 110 | 110 | 120 | 130 |
| Total Days (138 days) | 460 | 470 | 490 | 490 | 510 | 520 | 540 | 570 | 580 | 600 |
| Length of Slip Occupied | | | | | | | | | | |
| 9 metres (4 slips) | 140 | 140 | 140 | 140 | 150 | 160 | 160 | 170 | 180 | 180 |
| 11 metres (7 slips) | 260 | 260 | 270 | 270 | 270 | 270 | 290 | 300 | 310 | 320 |
| 14 metres (2 slips) | 60 | 70 | 80 | 80 | 90 | 90 | 90 | 100 | 100 | 100 |
| Total | 460 | 470 | 490 | 490 | 510 | 520 | 540 | 570 | 580 | 600 |
| Length of Stay⁵ | | | | | | | | | | |
| Less than 1 day | 230 | 240 | 240 | 240 | 250 | 250 | 250 | 260 | 270 | 270 |
| One day | 140 | 140 | 160 | 160 | 170 | 180 | 190 | 200 | 200 | 200 |
| More than 1 day | 90 | 90 | 90 | 90 | 90 | 90 | 100 | 110 | 110 | 130 |
| Total | 460 | 470 | 490 | 490 | 510 | 520 | 540 | 570 | 580 | 600 |

¹EXHIBIT 20

² Victoria Day, Memorial Day, Canada Day, Independence Day, Civic Holiday, Labour Day

³ Waterfront Festival/Canada Day, Deseronto Yacht Club Fishing Derby, Annual MBQ Pow Wow, Mohawk Landing, Mohawk Fair, Deseronto Yard & Sidewalk Sale

⁴ Three events in May, June, August or September based on activities at or around marina

⁵ Less than 1 day = less than 12 hours; One day = 12 to 24 hours; More than 1 day = 24 hours to 7 days

EXHIBIT 26B PROJECTED USE OF TRANSIENT SLIPS AT DESERONTO MARINA, CONCEPTS 1 and 5 (15 Transient Slips)

| | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Transient Slips | | | | | | | | | | |
| Total Market Demand (Boater Days) ¹ | 36,260 | 37,270 | 38,170 | 39,120 | 40,080 | 41,090 | 42,120 | 43,200 | 44,290 | 45,430 |
| Total Transient Slips | 15 | 15 | 15 | 15 | 15 | 15 | 15 | 15 | 15 | 15 |
| Days in Boating Season | | | | | | | | | | |
| Holiday Weekend ² (16 days) | 180 | 180 | 210 | 210 | 210 | 210 | 210 | 210 | 220 | 220 |
| Existing Special Event Weekends ³ (10 days) | 110 | 110 | 120 | 120 | 120 | 120 | 120 | 120 | 120 | 130 |
| New Special Event Weekend ⁴ (6 days) | 50 | 60 | 60 | 60 | 60 | 60 | 70 | 70 | 70 | 70 |
| Normal Weekend (14 days) | 90 | 90 | 90 | 100 | 100 | 110 | 110 | 110 | 120 | 130 |
| Normal Weekdays (92 days) | 90 | 90 | 110 | 110 | 110 | 120 | 120 | 130 | 140 | 150 |
| Total Days (138 days) | 520 | 530 | 590 | 600 | 600 | 620 | 630 | 640 | 670 | 700 |
| Length of Slip Occupied | | | | | | | | | | |
| 9 metres (8 slips) | 290 | 290 | 310 | 310 | 310 | 320 | 330 | 340 | 350 | 380 |
| 11 metres (5 slips) | 180 | 180 | 200 | 200 | 200 | 210 | 210 | 210 | 220 | 220 |
| 14 metres (2 slips) | 50 | 60 | 80 | 90 | 90 | 90 | 90 | 90 | 100 | 100 |
| Total | 520 | 530 | 590 | 600 | 600 | 620 | 630 | 640 | 670 | 700 |
| Length of Stay⁵ | | | | | | | | | | |
| Less than 1 day | 260 | 260 | 300 | 300 | 300 | 300 | 300 | 300 | 300 | 310 |
| One day | 160 | 170 | 180 | 180 | 180 | 200 | 210 | 210 | 230 | 240 |
| More than 1 day | 100 | 100 | 110 | 120 | 120 | 120 | 120 | 130 | 140 | 150 |
| Total | 520 | 530 | 590 | 600 | 600 | 620 | 630 | 640 | 670 | 700 |

¹EXHIBIT 20

² Victoria Day, Memorial Day, Canada Day, Independence Day, Civic Holiday, Labour Day

³ Waterfront Festival/Canada Day, Deseronto Yacht Club Fishing Derby, Annual MBQ Pow Wow, Mohawk Landing, Mohawk Fair, Deseronto Yard & Sidewalk Sale

⁴ Three events in May, June, August or September based on activities at or around marina

⁵ Less than 1 day = less than 12 hours; One day = 12 to 24 hours; More than 1 day = 24 hours to 7 days

EXHIBIT 26C PROJECTED USE OF TRANSIENT SLIPS AT DESERONTO MARINA, CONCEPT 4 (19 Transient Slips)

| | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Transient Slips | | | | | | | | | | |
| Total Market Demand (Boater Days) ¹ | 36,260 | 37,270 | 38,170 | 39,120 | 40,080 | 41,090 | 42,120 | 43,200 | 44,290 | 45,430 |
| Total Transient Slips | 19 | 19 | 19 | 19 | 19 | 19 | 19 | 19 | 19 | 19 |
| Days in Boating Season | | | | | | | | | | |
| Holiday Weekend ² (16 days) | 230 | 230 | 250 | 250 | 250 | 250 | 250 | 280 | 280 | 280 |
| Existing Special Event Weekends ³ (10 days) | 140 | 140 | 150 | 150 | 150 | 160 | 160 | 160 | 160 | 160 |
| New Special Event Weekend ⁴ (6 days) | 60 | 60 | 70 | 70 | 90 | 90 | 90 | 90 | 90 | 90 |
| Normal Weekend (14 days) | 120 | 120 | 120 | 130 | 130 | 130 | 130 | 150 | 150 | 150 |
| Normal Weekdays (92 days) | 130 | 130 | 130 | 130 | 150 | 150 | 160 | 160 | 170 | 190 |
| Total Days (138 days) | 680 | 680 | 720 | 730 | 770 | 780 | 790 | 840 | 850 | 870 |
| Length of Slip Occupied | | | | | | | | | | |
| 9 metres (4 slips) | 150 | 150 | 150 | 150 | 160 | 160 | 160 | 170 | 180 | 180 |
| 11 metres (14 slips) | 490 | 490 | 520 | 530 | 560 | 570 | 580 | 620 | 620 | 640 |
| 14 metres (1 slip) | 40 | 40 | 50 | 50 | 50 | 50 | 50 | 50 | 50 | 50 |
| Total | 680 | 680 | 720 | 730 | 770 | 780 | 790 | 840 | 850 | 870 |
| Length of Stay⁵ | | | | | | | | | | |
| Less than 1 day | 330 | 330 | 350 | 350 | 370 | 370 | 370 | 390 | 390 | 390 |
| One day | 210 | 210 | 230 | 230 | 240 | 250 | 260 | 290 | 290 | 300 |
| More than 1 day | 140 | 140 | 140 | 150 | 160 | 160 | 160 | 160 | 170 | 180 |
| Total | 680 | 680 | 720 | 730 | 770 | 780 | 790 | 840 | 850 | 870 |

¹EXHIBIT 20

² Victoria Day, Memorial Day, Canada Day, Independence Day, Civic Holiday, Labour Day

³ Waterfront Festival/Canada Day, Deseronto Yacht Club Fishing Derby, Annual MBQ Pow Wow, Mohawk Landing, Mohawk Fair, Deseronto Yard & Sidewalk Sale

⁴ Three events in May, June, August or September based on activities at or around marina

⁵ Less than 1 day = less than 12 hours; One day = 12 to 24 hours; More than 1 day = 24 hours to 7 days

EXHIBIT 26D PROJECTED USE OF TRANSIENT SLIPS AT DESERONTO MARINA, CONCEPTS 2, 2a and 4a (25 Transient Slips)

| | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Transient Slips | | | | | | | | | | |
| Total Market Demand (Boater Days) ¹ | 36,260 | 37,270 | 38,170 | 39,120 | 40,080 | 41,090 | 42,120 | 43,200 | 44,290 | 45,430 |
| Total Transient Slips | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 |
| Days in Boating Season | | | | | | | | | | |
| Holiday Weekend ² (16 days) | 310 | 310 | 320 | 330 | 330 | 330 | 350 | 350 | 360 | 360 |
| Existing Special Event Weekends ³ (10 days) | 190 | 190 | 190 | 190 | 200 | 200 | 200 | 200 | 210 | 210 |
| New Special Event Weekend ⁴ (6 days) | 80 | 80 | 100 | 100 | 110 | 110 | 110 | 110 | 110 | 110 |
| Normal Weekend (14 days) | 150 | 150 | 150 | 160 | 160 | 180 | 180 | 190 | 190 | 210 |
| Normal Weekdays (92 days) | 170 | 170 | 180 | 180 | 190 | 200 | 210 | 220 | 230 | 250 |
| Total Days (138 days) | 900 | 900 | 940 | 960 | 990 | 1,020 | 1,050 | 1,070 | 1,100 | 1,140 |
| Length of Slip Occupied | | | | | | | | | | |
| 9 metres (14 slips) | 500 | 500 | 530 | 540 | 560 | 570 | 590 | 610 | 620 | 640 |
| 11 metres (8 slips) | 290 | 290 | 300 | 310 | 320 | 340 | 340 | 340 | 360 | 380 |
| 14 metres (3 slips) | 110 | 110 | 100 | 110 | 110 | 110 | 120 | 120 | 120 | 120 |
| Total | 900 | 900 | 940 | 960 | 990 | 1,020 | 1,050 | 1,070 | 1,100 | 1,140 |
| Length of Stay⁵ | | | | | | | | | | |
| Less than 1 day | 440 | 440 | 450 | 460 | 470 | 480 | 490 | 500 | 500 | 500 |
| One day | 280 | 280 | 310 | 320 | 330 | 340 | 350 | 360 | 390 | 410 |
| More than 1 day | 180 | 180 | 180 | 180 | 190 | 200 | 210 | 210 | 210 | 230 |
| Total | 900 | 900 | 940 | 960 | 990 | 1,020 | 1,050 | 1,070 | 1,100 | 1,140 |

¹EXHIBIT 20

² Victoria Day, Memorial Day, Canada Day, Independence Day, Civic Holiday, Labour Day

³ Waterfront Festival/Canada Day, Deseronto Yacht Club Fishing Derby, Annual MBQ Pow Wow, Mohawk Landing, Mohawk Fair, Deseronto Yard & Sidewalk Sale

⁴ Three events in May, June, August or September based on activities at or around marina

⁵ Less than 1 day = less than 12 hours; One day = 12 to 24 hours; More than 1 day = 24 hours to 7 days

EXHIBIT 27A DESERONTO MARINA FINANCIAL PROJECTIONS - CONCEPT 1 (158 Slips - 143 Seasonal)

| | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Revenue | | | | | | | | | | |
| Seasonal Slip Rentals (143 slips) | \$191,730 | \$203,370 | \$216,320 | \$227,780 | \$236,420 | \$249,790 | \$262,280 | \$275,400 | \$289,170 | \$303,630 |
| Transient Slip Rental (15 slips) | \$31,270 | \$33,810 | \$40,850 | \$44,060 | \$45,160 | \$47,330 | \$48,960 | \$50,640 | \$55,500 | \$58,330 |
| Winter Storage | \$73,150 | \$77,440 | \$81,620 | \$85,800 | \$88,920 | \$91,640 | \$93,930 | \$96,280 | \$98,680 | \$101,150 |
| Lift/Haulout/Launch Fees | \$36,840 | \$39,050 | \$41,220 | \$43,280 | \$44,910 | \$46,280 | \$47,440 | \$48,630 | \$49,840 | \$51,090 |
| Dryland Summer Storage | \$7,050 | \$7,540 | \$7,900 | \$8,310 | \$8,620 | \$8,840 | \$8,970 | \$9,100 | \$9,240 | \$9,380 |
| Fuel/Oil | \$163,200 | \$172,720 | \$183,250 | \$190,890 | \$195,960 | \$200,690 | \$204,040 | \$207,450 | \$211,620 | \$215,870 |
| Pump-out Service | \$12,510 | \$13,220 | \$14,070 | \$14,650 | \$15,040 | \$15,430 | \$15,700 | \$15,980 | \$16,350 | \$16,720 |
| Parking/Boat Launch Revenue | \$20,700 | \$21,010 | \$21,330 | \$21,650 | \$21,970 | \$22,300 | \$22,630 | \$22,970 | \$23,320 | \$23,670 |
| Merchandise Sales | \$20,830 | \$22,000 | \$23,590 | \$24,570 | \$25,210 | \$25,940 | \$26,430 | \$26,940 | \$27,680 | \$28,440 |
| Total Revenue | \$557,280 | \$590,160 | \$630,150 | \$660,990 | \$682,210 | \$708,240 | \$730,380 | \$753,390 | \$781,400 | \$808,280 |
| Disbursements | | | | | | | | | | |
| Full-time Labour Cost | \$145,000 | \$149,350 | \$153,830 | \$158,440 | \$163,190 | \$168,090 | \$173,130 | \$178,320 | \$183,670 | \$189,180 |
| Casual Labour Cost | \$113,750 | \$115,460 | \$117,190 | \$118,950 | \$120,730 | \$122,540 | \$124,380 | \$126,250 | \$128,140 | \$130,060 |
| Overtime/Shift Premiums/Standbys | \$9,060 | \$9,270 | \$9,490 | \$9,710 | \$9,940 | \$10,170 | \$10,410 | \$10,660 | \$10,910 | \$11,170 |
| Employee Benefits | \$25,680 | \$26,340 | \$27,030 | \$27,730 | \$28,460 | \$29,200 | \$29,970 | \$30,760 | \$31,570 | \$32,400 |
| Utilities | \$14,800 | \$15,810 | \$16,800 | \$17,740 | \$18,540 | \$19,290 | \$19,960 | \$20,660 | \$21,380 | \$22,130 |
| Telephone | \$3,800 | \$3,860 | \$3,920 | \$3,980 | \$4,040 | \$4,100 | \$4,160 | \$4,220 | \$4,280 | \$4,340 |
| Office Supplies | \$2,000 | \$1,600 | \$1,620 | \$1,640 | \$1,660 | \$1,680 | \$1,710 | \$1,740 | \$1,770 | \$1,800 |
| Guest Supplies | \$3,300 | \$3,510 | \$3,700 | \$3,870 | \$3,980 | \$4,070 | \$4,130 | \$4,190 | \$4,250 | \$4,310 |
| Cost of Fuel/Oil | \$130,560 | \$138,180 | \$146,600 | \$152,710 | \$156,770 | \$160,550 | \$163,230 | \$165,960 | \$169,300 | \$172,700 |
| Cost of Merchandise | \$13,540 | \$14,300 | \$15,330 | \$15,970 | \$16,390 | \$16,860 | \$17,180 | \$17,510 | \$17,990 | \$18,490 |
| Insurance | \$28,440 | \$29,860 | \$31,350 | \$32,920 | \$34,570 | \$36,300 | \$38,120 | \$40,030 | \$42,030 | \$44,130 |
| Maintenance & Repairs | \$7,900 | \$15,800 | \$17,060 | \$18,420 | \$19,890 | \$21,480 | \$23,200 | \$25,060 | \$27,060 | \$29,220 |
| Uniforms & Clothing | \$3,500 | \$3,550 | \$3,600 | \$3,650 | \$3,700 | \$760 | \$3,820 | \$3,880 | \$3,940 | \$4,000 |
| Marketing & Promotion | \$30,000 | \$22,500 | \$23,180 | \$23,880 | \$24,600 | \$25,340 | \$26,100 | \$26,880 | \$27,690 | \$28,520 |
| Credit Card Commissions | \$10,970 | \$11,600 | \$12,410 | \$13,000 | \$13,370 | \$13,750 | \$14,040 | \$14,340 | \$14,770 | \$15,140 |
| Crane Rental | \$6,540 | \$6,950 | \$7,330 | \$7,650 | \$7,880 | \$8,050 | \$8,180 | \$8,300 | \$8,420 | \$8,550 |
| Lease Expenses | \$2,200 | \$2,200 | \$2,200 | \$2,200 | \$2,200 | \$2,200 | \$2,200 | \$2,200 | \$2,200 | \$2,200 |
| General & Administrative | \$15,000 | \$15,450 | \$15,910 | \$16,390 | \$16,880 | \$17,390 | \$17,910 | \$18,450 | \$19,000 | \$19,570 |
| Capital Reserve for Replacement | \$55,730 | \$59,020 | \$63,020 | \$66,100 | \$68,220 | \$70,820 | \$73,040 | \$75,340 | \$78,140 | \$80,830 |
| Miscellaneous | \$10,000 | \$10,150 | \$10,300 | \$10,450 | \$10,610 | \$10,770 | \$10,930 | \$11,090 | \$11,260 | \$11,430 |
| Total Disbursements | \$631,770 | \$654,760 | \$681,870 | \$705,400 | \$725,620 | \$746,410 | \$765,800 | \$785,840 | \$807,770 | \$830,170 |
| Net Income Before Debt Service & Depreciation | -\$74,490 | -\$64,600 | -\$51,720 | -\$44,410 | -\$43,410 | -\$38,170 | -\$35,420 | -\$32,450 | -\$26,370 | -\$21,890 |

Source: TOURISTICS, May 2, 2012

EXHIBIT 27B DESERONTO MARINA FINANCIAL PROJECTIONS - CONCEPT 2 (234 Slips - 209 Seasonal)

| | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--|------------------|------------------|------------------|------------------|------------------|------------------|--------------------|--------------------|--------------------|--------------------|
| Revenue | | | | | | | | | | |
| Seasonal Slip Rentals (209 slips) | \$240,060 | \$263,120 | \$286,560 | \$308,410 | \$325,570 | \$349,900 | \$374,230 | \$398,410 | \$424,070 | \$445,270 |
| Transient Slip Rental (25 slips) | \$57,680 | \$58,540 | \$61,780 | \$64,320 | \$67,370 | \$70,700 | \$75,720 | \$78,530 | \$82,270 | \$86,620 |
| Winter Storage | \$91,510 | \$100,550 | \$108,680 | \$116,940 | \$123,270 | \$129,100 | \$134,630 | \$139,830 | \$145,200 | \$148,830 |
| Lift/Haulout/Launch Fees | \$46,230 | \$50,780 | \$54,840 | \$58,900 | \$62,230 | \$65,180 | \$67,990 | \$70,640 | \$73,370 | \$75,210 |
| Dryland Summer Storage | \$8,820 | \$9,540 | \$10,170 | \$10,860 | \$11,430 | \$12,000 | \$12,480 | \$12,880 | \$13,290 | \$13,490 |
| Fuel/Oil | \$212,210 | \$230,270 | \$247,760 | \$263,170 | \$275,180 | \$286,140 | \$296,240 | \$305,070 | \$314,450 | \$320,590 |
| Pump-out Service | \$16,580 | \$17,880 | \$19,210 | \$20,370 | \$21,300 | \$22,180 | \$22,980 | \$23,680 | \$24,430 | \$24,970 |
| Parking/Boat Launch Revenue | \$20,700 | \$21,010 | \$21,330 | \$21,650 | \$21,970 | \$22,300 | \$22,630 | \$22,970 | \$23,320 | \$23,670 |
| Merchandise Sales | \$28,630 | \$30,580 | \$32,740 | \$34,610 | \$36,250 | \$37,790 | \$39,230 | \$40,450 | \$41,820 | \$42,910 |
| Total Revenue | \$722,420 | \$782,270 | \$843,070 | \$899,230 | \$944,570 | \$995,290 | \$1,046,130 | \$1,092,460 | \$1,142,220 | \$1,181,560 |
| Disbursements | | | | | | | | | | |
| Full-time Labour Cost | \$145,000 | \$149,350 | \$153,830 | \$158,440 | \$163,190 | \$168,090 | \$173,130 | \$178,320 | \$183,670 | \$189,180 |
| Casual Labour Cost | \$124,250 | \$126,110 | \$128,000 | \$129,920 | \$131,870 | \$133,850 | \$135,860 | \$137,900 | \$139,970 | \$142,070 |
| Overtime/Shift Premiums/Standbys | \$9,420 | \$9,640 | \$9,860 | \$10,090 | \$10,330 | \$10,570 | \$10,810 | \$11,070 | \$11,330 | \$11,590 |
| Employee Benefits | \$26,310 | \$26,980 | \$27,680 | \$28,390 | \$29,130 | \$29,880 | \$30,660 | \$31,460 | \$32,280 | \$33,120 |
| Utilities | \$17,360 | \$18,960 | \$20,480 | \$22,000 | \$23,320 | \$24,610 | \$25,860 | \$27,070 | \$28,340 | \$29,330 |
| Telephone | \$3,800 | \$3,860 | \$3,920 | \$3,980 | \$4,040 | \$4,100 | \$4,160 | \$4,220 | \$4,280 | \$4,340 |
| Office Supplies | \$2,500 | \$2,000 | \$2,030 | \$2,060 | \$2,090 | \$2,120 | \$2,150 | \$2,180 | \$2,210 | \$2,240 |
| Guest Supplies | \$4,200 | \$4,590 | \$4,930 | \$5,260 | \$5,510 | \$5,740 | \$5,940 | \$6,120 | \$6,300 | \$6,390 |
| Cost of Fuel/Oil | \$169,770 | \$184,220 | \$198,210 | \$210,540 | \$220,140 | \$228,910 | \$236,990 | \$244,060 | \$251,560 | \$256,470 |
| Cost of Merchandise | \$18,610 | \$19,880 | \$21,280 | \$22,500 | \$23,560 | \$24,560 | \$25,500 | \$26,290 | \$27,180 | \$27,890 |
| Insurance | \$42,120 | \$44,230 | \$46,440 | \$48,760 | \$51,200 | \$53,760 | \$56,450 | \$59,270 | \$62,230 | \$65,340 |
| Maintenance & Repairs | \$11,700 | \$23,400 | \$25,270 | \$27,290 | \$29,470 | \$31,830 | \$34,380 | \$37,130 | \$40,100 | \$43,310 |
| Uniforms & Clothing | \$3,850 | \$3,910 | \$3,970 | \$4,030 | \$4,090 | \$4,150 | \$4,210 | \$4,270 | \$4,330 | \$4,390 |
| Marketing & Promotion | \$30,000 | \$22,500 | \$23,180 | \$23,880 | \$24,600 | \$25,340 | \$26,100 | \$26,880 | \$27,690 | \$28,520 |
| Credit Card Commissions | \$14,470 | \$15,570 | \$16,700 | \$17,720 | \$18,570 | \$19,360 | \$20,160 | \$20,820 | \$21,540 | \$22,090 |
| Crane Rental | \$8,210 | \$8,970 | \$9,640 | \$10,280 | \$10,770 | \$11,210 | \$11,610 | \$11,950 | \$12,310 | \$12,490 |
| Lease Expenses | \$4,000 | \$4,000 | \$4,000 | \$4,000 | \$4,000 | \$4,000 | \$4,000 | \$4,000 | \$4,000 | \$4,000 |
| General & Administrative | \$20,000 | \$20,600 | \$21,220 | \$21,860 | \$22,520 | \$23,200 | \$23,900 | \$24,620 | \$25,360 | \$26,120 |
| Capital Reserve for Replacement | \$72,240 | \$78,230 | \$84,310 | \$89,920 | \$94,460 | \$99,530 | \$104,610 | \$109,250 | \$114,220 | \$118,160 |
| Miscellaneous | \$14,000 | \$14,210 | \$14,420 | \$14,640 | \$14,860 | \$15,080 | \$15,310 | \$15,540 | \$15,770 | \$16,010 |
| Total Disbursements | \$741,810 | \$781,210 | \$819,370 | \$855,560 | \$887,720 | \$919,890 | \$951,790 | \$982,420 | \$1,014,670 | \$1,043,050 |
| Net Income Before Debt Service & Depreciation | -\$19,390 | \$1,060 | \$23,700 | \$43,670 | \$56,850 | \$75,400 | \$94,340 | \$110,040 | \$127,550 | \$138,510 |

Source: TOURISTICS, May 2, 2012

EXHIBIT 27C DESERONTO MARINA FINANCIAL PROJECTIONS - CONCEPT 3 (156 Slips - 143 Seasonal)

| | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--|-------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Revenue | | | | | | | | | | |
| Seasonal Slip Rentals (143 slips) | \$173,370 | \$187,750 | \$200,030 | \$212,520 | \$224,030 | \$240,190 | \$257,080 | \$275,400 | \$289,170 | \$303,630 |
| Transient Slip Rental (13 slips) | \$31,780 | \$34,340 | \$37,890 | \$38,830 | \$42,470 | \$43,970 | \$46,310 | \$50,970 | \$52,890 | \$55,370 |
| Winter Storage | \$66,620 | \$71,960 | \$75,820 | \$80,330 | \$84,530 | \$88,390 | \$92,140 | \$96,280 | \$98,680 | \$101,150 |
| Lift/Haulout/Launch Fees | \$33,510 | \$36,260 | \$38,240 | \$40,470 | \$42,670 | \$44,640 | \$46,520 | \$48,630 | \$49,840 | \$51,090 |
| Dryland Summer Storage | \$6,130 | \$6,720 | \$7,130 | \$7,610 | \$8,020 | \$8,350 | \$8,760 | \$9,100 | \$9,240 | \$9,380 |
| Fuel/Oil | \$147,180 | \$158,790 | \$167,600 | \$175,770 | \$183,700 | \$190,380 | \$197,330 | \$205,020 | \$208,450 | \$212,290 |
| Pump-out Service | \$11,250 | \$12,100 | \$12,770 | \$13,380 | \$14,000 | \$14,510 | \$15,070 | \$15,690 | \$15,970 | \$16,290 |
| Parking/Boat Launch Revenue | \$20,700 | \$21,010 | \$21,330 | \$21,650 | \$21,970 | \$22,300 | \$22,630 | \$22,970 | \$23,320 | \$23,670 |
| Merchandise Sales | \$18,600 | \$20,000 | \$21,150 | \$22,120 | \$23,190 | \$24,050 | \$25,040 | \$26,160 | \$26,670 | \$27,300 |
| Total Revenue | \$509,140 | \$548,930 | \$581,960 | \$612,680 | \$644,580 | \$676,780 | \$710,880 | \$750,220 | \$774,310 | \$800,170 |
| Disbursements | | | | | | | | | | |
| Full-time Labour Cost | \$145,000 | \$149,350 | \$153,830 | \$158,440 | \$163,190 | \$168,090 | \$173,130 | \$178,320 | \$183,670 | \$189,180 |
| Casual Labour Cost | \$113,750 | \$115,460 | \$117,190 | \$118,950 | \$120,730 | \$122,540 | \$124,380 | \$126,250 | \$128,140 | \$130,060 |
| Overtime/Shift Premiums/Standbys | \$9,060 | \$9,270 | \$9,490 | \$9,710 | \$9,940 | \$10,170 | \$10,410 | \$10,660 | \$10,910 | \$11,170 |
| Employee Benefits | \$25,680 | \$26,340 | \$27,030 | \$27,730 | \$28,460 | \$29,200 | \$29,970 | \$30,760 | \$31,570 | \$32,400 |
| Utilities | \$13,760 | \$14,900 | \$15,850 | \$16,850 | \$17,810 | \$18,720 | \$19,670 | \$20,660 | \$21,380 | \$22,130 |
| Telephone | \$3,800 | \$3,860 | \$3,920 | \$3,980 | \$4,040 | \$4,100 | \$4,160 | \$4,220 | \$4,280 | \$4,340 |
| Office Supplies | \$2,000 | \$1,600 | \$1,620 | \$1,640 | \$1,660 | \$1,680 | \$1,710 | \$1,740 | \$1,770 | \$1,800 |
| Guest Supplies | \$3,000 | \$3,260 | \$3,450 | \$3,640 | \$3,810 | \$3,950 | \$4,100 | \$4,250 | \$4,310 | \$4,370 |
| Cost of Fuel/Oil | \$117,740 | \$127,030 | \$134,080 | \$140,620 | \$146,960 | \$152,300 | \$157,860 | \$164,020 | \$166,760 | \$169,830 |
| Cost of Merchandise | \$12,090 | \$13,000 | \$13,750 | \$14,380 | \$15,070 | \$15,630 | \$16,280 | \$17,000 | \$17,340 | \$17,750 |
| Insurance | \$28,080 | \$29,480 | \$30,950 | \$32,500 | \$34,130 | \$35,840 | \$37,630 | \$39,510 | \$41,490 | \$43,560 |
| Maintenance & Repairs | \$7,800 | \$15,600 | \$16,850 | \$18,200 | \$19,660 | \$21,230 | \$22,930 | \$24,760 | \$26,740 | \$28,880 |
| Uniforms & Clothing | \$3,500 | \$3,550 | \$3,600 | \$3,650 | \$3,700 | \$760 | \$3,820 | \$3,880 | \$3,940 | \$4,000 |
| Marketing & Promotion | \$30,000 | \$22,500 | \$23,180 | \$23,880 | \$24,600 | \$25,340 | \$26,100 | \$26,880 | \$27,690 | \$28,520 |
| Credit Card Commissions | \$10,070 | \$10,840 | \$11,460 | \$12,000 | \$12,620 | \$13,100 | \$13,610 | \$14,240 | \$14,550 | \$14,900 |
| Crane Rental | \$5,860 | \$6,370 | \$6,730 | \$7,110 | \$7,440 | \$7,720 | \$8,000 | \$8,300 | \$8,420 | \$8,550 |
| Lease Expenses | \$4,200 | \$4,200 | \$4,200 | \$4,200 | \$4,200 | \$4,200 | \$4,200 | \$4,200 | \$4,200 | \$4,200 |
| General & Administrative | \$15,000 | \$15,450 | \$15,910 | \$16,390 | \$16,880 | \$17,390 | \$17,910 | \$18,450 | \$19,000 | \$19,570 |
| Capital Reserve for Replacement | \$50,910 | \$54,890 | \$58,200 | \$61,270 | \$64,460 | \$67,680 | \$71,090 | \$75,020 | \$77,420 | \$80,020 |
| Miscellaneous | \$10,000 | \$10,150 | \$10,300 | \$10,450 | \$10,610 | \$10,770 | \$10,930 | \$11,090 | \$11,260 | \$11,430 |
| Total Disbursements | \$611,300 | \$637,100 | \$661,590 | \$685,590 | \$709,970 | \$733,410 | \$757,890 | \$784,210 | \$804,840 | \$826,660 |
| Net Income Before Debt Service & Depreciation | -\$102,160 | -\$88,170 | -\$79,630 | -\$72,910 | -\$65,390 | -\$56,630 | -\$47,010 | -\$33,990 | -\$30,610 | -\$26,490 |

Source: TOURISTICS, May 2, 2012

EXHIBIT 27D DESERONTO MARINA FINANCIAL PROJECTIONS - CONCEPT 4 (228 Slips - 209 Seasonal)

| | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--|------------------|------------------|------------------|------------------|------------------|------------------|------------------|--------------------|--------------------|--------------------|
| Revenue | | | | | | | | | | |
| Seasonal Slip Rentals (209 slips) | \$229,530 | \$249,420 | \$270,830 | \$290,850 | \$309,040 | \$334,410 | \$361,540 | \$388,840 | \$416,170 | \$445,270 |
| Transient Slip Rental (19 slips) | \$40,500 | \$41,110 | \$45,950 | \$47,670 | \$51,060 | \$52,940 | \$54,890 | \$59,260 | \$61,210 | \$64,080 |
| Winter Storage | \$87,460 | \$95,300 | \$102,660 | \$110,280 | \$116,940 | \$123,350 | \$130,020 | \$136,420 | \$142,520 | \$148,830 |
| Lift/Haulout/Launch Fees | \$44,110 | \$48,020 | \$51,660 | \$55,410 | \$58,890 | \$62,170 | \$65,570 | \$68,840 | \$71,970 | \$75,210 |
| Dryland Summer Storage | \$8,480 | \$9,090 | \$9,690 | \$10,280 | \$10,930 | \$11,510 | \$12,110 | \$12,620 | \$13,050 | \$13,490 |
| Fuel/Oil | \$197,220 | \$212,740 | \$228,680 | \$242,390 | \$255,520 | \$266,860 | \$278,480 | \$290,630 | \$300,490 | \$310,950 |
| Pump-out Service | \$15,190 | \$16,310 | \$17,530 | \$18,550 | \$19,580 | \$20,430 | \$21,300 | \$22,270 | \$23,010 | \$23,810 |
| Parking/Boat Launch Revenue | \$20,700 | \$21,010 | \$21,330 | \$21,650 | \$21,970 | \$22,300 | \$22,630 | \$22,970 | \$23,320 | \$23,670 |
| Merchandise Sales | \$25,550 | \$27,200 | \$29,180 | \$30,770 | \$32,580 | \$33,990 | \$35,430 | \$37,210 | \$38,440 | \$39,820 |
| Total Revenue | \$688,740 | \$720,200 | \$777,510 | \$827,850 | \$876,510 | \$927,960 | \$981,970 | \$1,039,060 | \$1,090,180 | \$1,145,130 |
| Disbursements | | | | | | | | | | |
| Full-time Labour Cost | \$145,000 | \$149,350 | \$153,830 | \$158,440 | \$163,190 | \$168,090 | \$173,130 | \$178,320 | \$183,670 | \$189,180 |
| Casual Labour Cost | \$124,250 | \$126,110 | \$128,000 | \$129,920 | \$131,870 | \$133,850 | \$135,860 | \$137,900 | \$139,970 | \$142,070 |
| Overtime/Shift Premiums/Standbys | \$9,420 | \$9,640 | \$9,860 | \$10,090 | \$10,330 | \$10,570 | \$10,810 | \$11,070 | \$11,330 | \$11,590 |
| Employee Benefits | \$26,310 | \$26,980 | \$27,680 | \$28,390 | \$29,130 | \$29,880 | \$30,660 | \$31,460 | \$32,280 | \$33,120 |
| Utilities | \$16,800 | \$18,220 | \$19,620 | \$21,020 | \$22,400 | \$23,750 | \$25,180 | \$26,570 | \$27,920 | \$29,330 |
| Telephone | \$3,800 | \$3,860 | \$3,920 | \$3,980 | \$4,040 | \$4,100 | \$4,160 | \$4,220 | \$4,280 | \$4,340 |
| Office Supplies | \$2,500 | \$2,000 | \$2,030 | \$2,060 | \$2,090 | \$2,120 | \$2,150 | \$2,180 | \$2,210 | \$2,240 |
| Guest Supplies | \$4,000 | \$4,330 | \$4,640 | \$4,930 | \$5,200 | \$5,450 | \$5,710 | \$5,940 | \$6,150 | \$6,360 |
| Cost of Fuel/Oil | \$157,780 | \$170,190 | \$182,940 | \$193,910 | \$204,420 | \$213,490 | \$222,780 | \$232,500 | \$240,390 | \$248,760 |
| Cost of Merchandise | \$16,610 | \$17,680 | \$18,970 | \$20,000 | \$21,180 | \$22,090 | \$23,030 | \$24,190 | \$24,990 | \$25,880 |
| Insurance | \$41,040 | \$43,090 | \$45,240 | \$47,500 | \$49,880 | \$52,370 | \$54,990 | \$57,740 | \$60,630 | \$63,660 |
| Maintenance & Repairs | \$11,400 | \$22,800 | \$24,620 | \$26,590 | \$28,720 | \$31,020 | \$33,500 | \$36,180 | \$39,070 | \$42,200 |
| Uniforms & Clothing | \$3,850 | \$3,910 | \$3,970 | \$4,030 | \$4,090 | \$4,150 | \$4,210 | \$4,270 | \$4,330 | \$4,390 |
| Marketing & Promotion | \$30,000 | \$22,500 | \$23,180 | \$23,880 | \$24,600 | \$25,340 | \$26,100 | \$26,880 | \$27,690 | \$28,520 |
| Credit Card Commissions | \$13,180 | \$14,120 | \$15,200 | \$16,110 | \$17,020 | \$17,810 | \$18,610 | \$19,510 | \$20,220 | \$21,000 |
| Crane Rental | \$7,840 | \$8,490 | \$9,100 | \$9,680 | \$10,210 | \$10,700 | \$11,210 | \$11,660 | \$12,070 | \$12,490 |
| Lease Expenses | \$6,200 | \$6,200 | \$6,200 | \$6,200 | \$6,200 | \$6,200 | \$6,200 | \$6,200 | \$6,200 | \$6,200 |
| General & Administrative | \$20,000 | \$20,600 | \$21,220 | \$21,860 | \$22,520 | \$23,200 | \$23,900 | \$24,620 | \$25,360 | \$26,120 |
| Capital Reserve for Replacement | \$66,870 | \$72,020 | \$77,750 | \$82,790 | \$87,650 | \$92,800 | \$98,200 | \$103,910 | \$109,020 | \$114,510 |
| Miscellaneous | \$14,000 | \$14,210 | \$14,420 | \$14,640 | \$14,860 | \$15,080 | \$15,310 | \$15,540 | \$15,770 | \$16,010 |
| Total Disbursements | \$720,850 | \$756,300 | \$792,390 | \$826,020 | \$859,600 | \$892,060 | \$925,700 | \$960,860 | \$993,550 | \$1,027,970 |
| Net Income Before Debt Service & Depreciation | -\$52,110 | -\$36,100 | -\$14,880 | \$1,830 | \$16,910 | \$35,900 | \$56,270 | \$78,200 | \$96,630 | \$117,160 |

Source: TOURISTICS, May 2, 2012

EXHIBIT 27E DESERONTO MARINA FINANCIAL PROJECTIONS - CONCEPT 5 (158 Slips - 143 Seasonal)

| | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--|-------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Revenue | | | | | | | | | | |
| Seasonal Slip Rentals (143 slips) | \$173,370 | \$187,750 | \$200,030 | \$212,520 | \$224,030 | \$240,190 | \$257,080 | \$275,400 | \$289,170 | \$303,630 |
| Transient Slip Rental (15 slips) | \$31,270 | \$33,810 | \$40,850 | \$44,060 | \$45,160 | \$47,330 | \$48,960 | \$50,640 | \$55,500 | \$58,330 |
| Winter Storage | \$66,620 | \$71,960 | \$75,820 | \$80,330 | \$84,530 | \$88,390 | \$92,140 | \$96,280 | \$98,680 | \$101,150 |
| Lift/Haulout/Launch Fees | \$33,510 | \$36,260 | \$38,240 | \$40,470 | \$42,670 | \$44,640 | \$46,520 | \$48,630 | \$49,840 | \$51,090 |
| Dryland Summer Storage | \$6,130 | \$6,720 | \$7,130 | \$7,610 | \$8,020 | \$8,350 | \$8,760 | \$9,100 | \$9,240 | \$9,380 |
| Fuel/Oil | \$149,060 | \$160,690 | \$170,820 | \$179,360 | \$186,690 | \$193,750 | \$200,410 | \$207,450 | \$211,620 | \$215,870 |
| Pump-out Service | \$11,470 | \$12,330 | \$13,160 | \$13,810 | \$14,360 | \$14,910 | \$15,440 | \$15,980 | \$16,350 | \$16,720 |
| Parking/Boat Launch Revenue | \$20,700 | \$21,010 | \$21,330 | \$21,650 | \$21,970 | \$22,300 | \$22,630 | \$22,970 | \$23,320 | \$23,670 |
| Merchandise Sales | \$19,200 | \$20,600 | \$22,180 | \$23,270 | \$24,150 | \$25,130 | \$26,020 | \$26,940 | \$27,680 | \$28,440 |
| Total Revenue | \$511,330 | \$551,130 | \$589,560 | \$623,080 | \$651,580 | \$684,990 | \$717,960 | \$753,390 | \$781,400 | \$808,280 |
| Disbursements | | | | | | | | | | |
| Full-time Labour Cost | \$145,000 | \$149,350 | \$153,830 | \$158,440 | \$163,190 | \$168,090 | \$173,130 | \$178,320 | \$183,670 | \$189,180 |
| Casual Labour Cost | \$113,750 | \$115,460 | \$117,190 | \$118,950 | \$120,730 | \$122,540 | \$124,380 | \$126,250 | \$128,140 | \$130,060 |
| Overtime/Shift Premiums/Standbys | \$9,060 | \$9,270 | \$9,490 | \$9,710 | \$9,940 | \$10,170 | \$10,410 | \$10,660 | \$10,910 | \$11,170 |
| Employee Benefits | \$25,680 | \$26,340 | \$27,030 | \$27,730 | \$28,460 | \$29,200 | \$29,970 | \$30,760 | \$31,570 | \$32,400 |
| Utilities | \$13,760 | \$14,900 | \$15,850 | \$16,850 | \$17,810 | \$18,720 | \$19,670 | \$20,660 | \$21,380 | \$22,130 |
| Telephone | \$3,800 | \$3,860 | \$3,920 | \$3,980 | \$4,040 | \$4,100 | \$4,160 | \$4,220 | \$4,280 | \$4,340 |
| Office Supplies | \$2,000 | \$1,600 | \$1,620 | \$1,640 | \$1,660 | \$1,680 | \$1,710 | \$1,740 | \$1,770 | \$1,800 |
| Guest Supplies | \$3,000 | \$3,260 | \$3,450 | \$3,640 | \$3,810 | \$3,950 | \$4,100 | \$4,250 | \$4,310 | \$4,370 |
| Cost of Fuel/Oil | \$119,250 | \$128,550 | \$136,660 | \$143,490 | \$149,350 | \$155,000 | \$160,330 | \$165,960 | \$169,300 | \$172,700 |
| Cost of Merchandise | \$12,480 | \$13,390 | \$14,420 | \$15,130 | \$15,700 | \$16,330 | \$16,910 | \$17,510 | \$17,990 | \$18,490 |
| Insurance | \$28,440 | \$29,860 | \$31,350 | \$32,920 | \$34,570 | \$36,300 | \$38,120 | \$40,030 | \$42,030 | \$44,130 |
| Maintenance & Repairs | \$7,900 | \$15,800 | \$17,060 | \$18,420 | \$19,890 | \$21,480 | \$23,200 | \$25,060 | \$27,060 | \$29,220 |
| Uniforms & Clothing | \$3,500 | \$3,550 | \$3,600 | \$3,650 | \$3,700 | \$3,760 | \$3,820 | \$3,880 | \$3,940 | \$4,000 |
| Marketing & Promotion | \$30,000 | \$22,500 | \$23,180 | \$23,880 | \$24,600 | \$25,340 | \$26,100 | \$26,880 | \$27,690 | \$28,520 |
| Credit Card Commissions | \$10,140 | \$10,900 | \$11,690 | \$12,320 | \$12,830 | \$13,340 | \$13,830 | \$14,340 | \$14,770 | \$15,140 |
| Crane Rental | \$5,860 | \$6,370 | \$6,730 | \$7,110 | \$7,440 | \$7,720 | \$8,000 | \$8,300 | \$8,420 | \$8,550 |
| Lease Expenses | \$3,300 | \$3,300 | \$3,300 | \$3,300 | \$3,300 | \$3,300 | \$3,300 | \$3,300 | \$3,300 | \$3,300 |
| General & Administrative | \$15,000 | \$15,450 | \$15,910 | \$16,390 | \$16,880 | \$17,390 | \$17,910 | \$18,450 | \$19,000 | \$19,570 |
| Capital Reserve for Replacement | \$51,130 | \$55,110 | \$58,960 | \$62,310 | \$65,160 | \$68,500 | \$71,800 | \$75,340 | \$78,140 | \$80,830 |
| Miscellaneous | \$10,000 | \$10,150 | \$10,300 | \$10,450 | \$10,610 | \$10,770 | \$10,930 | \$11,090 | \$11,260 | \$11,430 |
| Total Disbursements | \$613,050 | \$638,970 | \$665,540 | \$690,310 | \$713,670 | \$737,680 | \$761,780 | \$787,000 | \$808,930 | \$831,330 |
| Net Income Before Debt Service & Depreciation | -\$101,720 | -\$87,840 | -\$75,980 | -\$67,230 | -\$62,090 | -\$52,690 | -\$43,820 | -\$33,610 | -\$27,530 | -\$23,050 |

Source: TOURISTICS, May 2, 2012

EXHIBIT 27F DESERONTO MARINA FINANCIAL PROJECTIONS - CONCEPT 2a (274 Slips - 249 Seasonal)

| | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--|------------------|------------------|------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Revenue | | | | | | | | | | |
| Seasonal Slip Rentals (249 slips) | \$280,290 | \$306,700 | \$329,540 | \$351,020 | \$375,740 | \$406,920 | \$440,290 | \$471,190 | \$500,480 | \$529,650 |
| Transient Slip Rental (25 slips) | \$57,680 | \$58,540 | \$61,780 | \$64,320 | \$67,370 | \$70,700 | \$75,720 | \$78,530 | \$82,270 | \$86,620 |
| Winter Storage | \$106,130 | \$116,310 | \$123,980 | \$132,140 | \$141,680 | \$149,780 | \$158,210 | \$165,050 | \$171,060 | \$176,710 |
| Lift/Haulout/Launch Fees | \$53,770 | \$58,880 | \$62,690 | \$66,710 | \$71,540 | \$75,610 | \$79,830 | \$83,290 | \$86,350 | \$89,230 |
| Dryland Summer Storage | \$10,640 | \$11,570 | \$12,200 | \$12,830 | \$13,500 | \$14,140 | \$14,800 | \$15,430 | \$15,880 | \$16,240 |
| Fuel/Oil | \$243,200 | \$263,840 | \$280,550 | \$295,360 | \$312,600 | \$327,200 | \$342,180 | \$354,010 | \$364,120 | \$373,630 |
| Pump-out Service | \$18,820 | \$20,320 | \$21,600 | \$22,710 | \$24,020 | \$25,150 | \$26,310 | \$27,230 | \$28,030 | \$28,810 |
| Parking/Boat Launch Revenue | \$20,700 | \$21,010 | \$21,330 | \$21,650 | \$21,970 | \$22,300 | \$22,630 | \$22,970 | \$23,320 | \$23,670 |
| Merchandise Sales | \$32,130 | \$34,380 | \$36,470 | \$38,270 | \$40,360 | \$42,230 | \$44,150 | \$45,730 | \$47,170 | \$48,620 |
| Total Revenue | \$823,360 | \$891,550 | \$950,140 | \$1,005,010 | \$1,068,780 | \$1,134,030 | \$1,204,120 | \$1,263,430 | \$1,318,680 | \$1,373,180 |
| Disbursements | | | | | | | | | | |
| Full-time Labour Cost | \$145,000 | \$149,350 | \$153,830 | \$158,440 | \$163,190 | \$168,090 | \$173,130 | \$178,320 | \$183,670 | \$189,180 |
| Casual Labour Cost | \$124,250 | \$126,110 | \$128,000 | \$129,920 | \$131,870 | \$133,850 | \$135,860 | \$137,900 | \$139,970 | \$142,070 |
| Overtime/Shift Premiums/Standbys | \$9,420 | \$9,640 | \$9,860 | \$10,090 | \$10,330 | \$10,570 | \$10,810 | \$11,070 | \$11,330 | \$11,590 |
| Employee Benefits | \$26,310 | \$26,980 | \$27,680 | \$28,390 | \$29,130 | \$29,880 | \$30,660 | \$31,460 | \$32,280 | \$33,120 |
| Utilities | \$19,600 | \$21,450 | \$22,970 | \$24,480 | \$26,160 | \$27,740 | \$29,400 | \$30,940 | \$32,340 | \$33,690 |
| Telephone | \$3,800 | \$3,860 | \$3,920 | \$3,980 | \$4,040 | \$4,100 | \$4,160 | \$4,220 | \$4,280 | \$4,340 |
| Office Supplies | \$2,500 | \$2,000 | \$2,030 | \$2,060 | \$2,090 | \$2,120 | \$2,150 | \$2,180 | \$2,210 | \$2,240 |
| Guest Supplies | \$4,900 | \$5,350 | \$5,680 | \$5,990 | \$6,330 | \$6,620 | \$6,920 | \$7,170 | \$7,370 | \$7,540 |
| Cost of Fuel/Oil | \$194,560 | \$211,070 | \$224,440 | \$236,290 | \$250,080 | \$261,760 | \$273,740 | \$283,210 | \$291,300 | \$298,900 |
| Cost of Merchandise | \$20,880 | \$22,350 | \$23,710 | \$24,880 | \$26,230 | \$27,450 | \$28,700 | \$29,720 | \$30,660 | \$31,600 |
| Insurance | \$49,140 | \$51,600 | \$54,180 | \$56,890 | \$59,730 | \$62,720 | \$65,860 | \$69,150 | \$72,610 | \$76,240 |
| Maintenance & Repairs | \$13,650 | \$27,300 | \$29,480 | \$31,840 | \$34,390 | \$37,140 | \$40,110 | \$43,320 | \$46,790 | \$50,530 |
| Uniforms & Clothing | \$3,850 | \$3,910 | \$3,970 | \$4,030 | \$4,090 | \$4,150 | \$4,210 | \$4,270 | \$4,330 | \$4,390 |
| Marketing & Promotion | \$30,000 | \$22,500 | \$23,180 | \$23,880 | \$24,600 | \$25,340 | \$26,100 | \$26,880 | \$27,690 | \$28,520 |
| Credit Card Commissions | \$16,290 | \$17,550 | \$18,620 | \$19,620 | \$20,790 | \$21,810 | \$22,910 | \$23,770 | \$24,550 | \$25,310 |
| Crane Rental | \$9,670 | \$10,560 | \$11,200 | \$11,810 | \$12,490 | \$13,070 | \$13,660 | \$14,160 | \$14,550 | \$14,890 |
| Lease Expenses | \$2,500 | \$2,500 | \$2,500 | \$2,500 | \$2,500 | \$2,500 | \$2,500 | \$2,500 | \$2,500 | \$2,500 |
| General & Administrative | \$20,000 | \$20,600 | \$21,220 | \$21,860 | \$22,520 | \$23,200 | \$23,900 | \$24,620 | \$25,360 | \$26,120 |
| Capital Reserve for Replacement | \$82,340 | \$89,160 | \$95,010 | \$100,500 | \$106,880 | \$113,400 | \$120,410 | \$126,340 | \$131,870 | \$137,320 |
| Miscellaneous | \$14,000 | \$14,210 | \$14,420 | \$14,640 | \$14,860 | \$15,080 | \$15,310 | \$15,540 | \$15,770 | \$16,010 |
| Total Disbursements | \$792,660 | \$838,050 | \$875,900 | \$912,090 | \$952,300 | \$990,590 | \$1,030,500 | \$1,066,740 | \$1,101,430 | \$1,136,100 |
| Net Income Before Debt Service & Depreciation | \$30,700 | \$53,500 | \$74,240 | \$92,920 | \$116,480 | \$143,440 | \$173,620 | \$196,690 | \$217,250 | \$237,080 |

Source: TOURISTICS, May 2, 2012

EXHIBIT 27G DESERONTO MARINA FINANCIAL PROJECTIONS - CONCEPT 4a (266 Slips - 241 Seasonal)

| | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--|------------------|------------------|------------------|------------------|------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Revenue | | | | | | | | | | |
| Seasonal Slip Rentals (241 slips) | \$261,390 | \$283,400 | \$305,660 | \$324,820 | \$347,110 | \$376,870 | \$408,730 | \$438,390 | \$469,990 | \$499,520 |
| Transient Slip Rental (25 slips) | \$57,680 | \$58,540 | \$61,780 | \$64,320 | \$67,370 | \$70,700 | \$75,720 | \$78,530 | \$82,270 | \$86,620 |
| Winter Storage | \$100,510 | \$109,230 | \$116,800 | \$124,060 | \$132,670 | \$140,550 | \$148,740 | \$155,610 | \$162,720 | \$168,720 |
| Lift/Haulout/Launch Fees | \$51,100 | \$55,490 | \$59,240 | \$62,790 | \$67,140 | \$71,090 | \$75,200 | \$78,710 | \$82,350 | \$85,410 |
| Dryland Summer Storage | \$9,040 | \$9,670 | \$10,280 | \$10,860 | \$11,480 | \$12,090 | \$12,720 | \$13,240 | \$13,780 | \$14,200 |
| Fuel/Oil | \$228,640 | \$245,890 | \$262,340 | \$275,570 | \$291,180 | \$305,470 | \$320,120 | \$331,850 | \$344,210 | \$354,600 |
| Pump-out Service | \$17,620 | \$18,850 | \$20,120 | \$21,120 | \$22,320 | \$23,430 | \$24,560 | \$25,450 | \$26,410 | \$27,250 |
| Parking/Boat Launch Revenue | \$20,700 | \$21,010 | \$21,330 | \$21,650 | \$21,970 | \$22,300 | \$22,630 | \$22,970 | \$23,320 | \$23,670 |
| Merchandise Sales | \$30,250 | \$32,100 | \$34,150 | \$35,790 | \$37,700 | \$39,540 | \$41,410 | \$42,950 | \$44,640 | \$46,190 |
| Total Revenue | \$776,930 | \$834,180 | \$891,700 | \$940,980 | \$998,940 | \$1,062,040 | \$1,129,830 | \$1,187,700 | \$1,249,690 | \$1,306,180 |
| Disbursements | | | | | | | | | | |
| Full-time Labour Cost | \$145,000 | \$149,350 | \$153,830 | \$158,440 | \$163,190 | \$168,090 | \$173,130 | \$178,320 | \$183,670 | \$189,180 |
| Casual Labour Cost | \$124,250 | \$126,110 | \$128,000 | \$129,920 | \$131,870 | \$133,850 | \$135,860 | \$137,900 | \$139,970 | \$142,070 |
| Overtime/Shift Premiums/Standbys | \$9,420 | \$9,640 | \$9,860 | \$10,090 | \$10,330 | \$10,570 | \$10,810 | \$11,070 | \$11,330 | \$11,590 |
| Employee Benefits | \$26,310 | \$26,980 | \$27,680 | \$28,390 | \$29,130 | \$29,880 | \$30,660 | \$31,460 | \$32,280 | \$33,120 |
| Utilities | \$18,400 | \$19,950 | \$21,420 | \$22,800 | \$24,330 | \$25,840 | \$27,440 | \$28,910 | \$30,440 | \$31,840 |
| Telephone | \$3,800 | \$3,860 | \$3,920 | \$3,980 | \$4,040 | \$4,100 | \$4,160 | \$4,220 | \$4,280 | \$4,340 |
| Office Supplies | \$2,500 | \$2,000 | \$2,030 | \$2,060 | \$2,090 | \$2,120 | \$2,150 | \$2,180 | \$2,210 | \$2,240 |
| Guest Supplies | \$4,500 | \$4,860 | \$5,180 | \$5,450 | \$5,760 | \$6,050 | \$6,340 | \$6,580 | \$6,830 | \$7,020 |
| Cost of Fuel/Oil | \$182,910 | \$196,710 | \$209,870 | \$220,460 | \$232,940 | \$244,380 | \$256,100 | \$265,480 | \$275,370 | \$283,680 |
| Cost of Merchandise | \$19,660 | \$20,870 | \$22,200 | \$23,260 | \$24,510 | \$25,700 | \$26,920 | \$27,920 | \$29,020 | \$30,020 |
| Insurance | \$47,880 | \$50,270 | \$52,780 | \$55,420 | \$58,190 | \$61,100 | \$64,160 | \$67,370 | \$70,740 | \$74,280 |
| Maintenance & Repairs | \$13,300 | \$26,600 | \$28,730 | \$31,030 | \$33,510 | \$36,190 | \$39,090 | \$42,220 | \$45,600 | \$49,250 |
| Uniforms & Clothing | \$3,850 | \$3,910 | \$3,970 | \$4,030 | \$4,090 | \$4,150 | \$4,210 | \$4,270 | \$4,330 | \$4,390 |
| Marketing & Promotion | \$30,000 | \$22,500 | \$23,180 | \$23,880 | \$24,600 | \$25,340 | \$26,100 | \$26,880 | \$27,690 | \$28,520 |
| Credit Card Commissions | \$15,470 | \$16,520 | \$17,580 | \$18,480 | \$19,550 | \$20,560 | \$21,630 | \$22,480 | \$23,390 | \$24,200 |
| Crane Rental | \$8,890 | \$9,610 | \$10,230 | \$10,770 | \$11,380 | \$11,940 | \$12,520 | \$13,000 | \$13,490 | \$13,870 |
| Lease Expenses | \$6,300 | \$6,300 | \$6,300 | \$6,300 | \$6,300 | \$6,300 | \$6,300 | \$6,300 | \$6,300 | \$6,300 |
| General & Administrative | \$20,000 | \$20,600 | \$21,220 | \$21,860 | \$22,520 | \$23,200 | \$23,900 | \$24,620 | \$25,360 | \$26,120 |
| Capital Reserve for Replacement | \$77,690 | \$83,420 | \$89,170 | \$94,100 | \$99,890 | \$106,200 | \$112,980 | \$118,770 | \$124,970 | \$130,620 |
| Miscellaneous | \$14,000 | \$14,210 | \$14,420 | \$14,640 | \$14,860 | \$15,080 | \$15,310 | \$15,540 | \$15,770 | \$16,010 |
| Total Disbursements | \$774,130 | \$814,270 | \$851,570 | \$885,360 | \$923,080 | \$960,640 | \$999,770 | \$1,035,490 | \$1,073,040 | \$1,108,660 |
| Net Income Before Debt Service & Depreciation | \$2,800 | \$19,910 | \$40,130 | \$55,620 | \$75,860 | \$101,400 | \$130,060 | \$152,210 | \$176,650 | \$197,520 |

Source: TOURISTICS, May 2, 2012

**EXHIBIT 28A BREAKDOWN OF CAPITAL COSTS BY CONSTRUCTION
PERIOD FOR PROPOSED DESERONTO MARINA - CONCEPT 2a (274 Slips - 249
Seasonal)**

| Total Cost Marina Basin Components and Site Work - \$9,326,200 | | |
|--|--------------------|--------------------|
| Item | 2013 | 2014 |
| Marina Basin Components | | |
| Mobilization/Demobilization | \$50,000 | \$50,000 |
| Dredging | | \$1,300,000 |
| West Breakwater | | \$675,000 |
| South Breakwater | | \$1,012,500 |
| East Breakwater | | \$562,500 |
| Bubbling System | | \$100,000 |
| Ramp | | \$32,000 |
| Main & Finger Docks | | \$1,450,200 |
| Services at Docks | | \$822,000 |
| Service Dock | \$365,000 | |
| Shore Treatment | \$629,000 | |
| Launch Ramp | \$230,000 | |
| Site Work | | |
| Marina Building | \$1,225,000 | |
| Parking Lots and Roads | \$413,000 | |
| Boat Storage Area Allowance | \$150,000 | |
| Summer Recreation Area Allowance | | \$10,000 |
| Services Allowance | \$100,000 | |
| Landscape Allowance | \$75,000 | \$75,000 |
| Total | \$3,237,000 | \$6,089,200 |

Source: EXHIBIT 23F

EXHIBIT 28B BREAKDOWN OF CAPITAL COSTS BY CONSTRUCTION PERIOD FOR PROPOSED DESERONTO MARINA - CONCEPT 4a (266 Slips - 241 Seasonal)

| Total Cost Marina Basin Components and Site Work - \$8,715,800 | | |
|--|--------------------|--------------------|
| Item | 2013 | 2014 |
| Marina Basin Components | | |
| Mobilization/Demobilization | \$25,000 | \$25,000 |
| West Breakwater | | \$630,000 |
| South Breakwater | | \$1,260,000 |
| Southeast Breakwater | | \$270,000 |
| East Breakwater | | \$630,000 |
| Bubbling System | | \$100,000 |
| Ramp | | \$12,000 |
| Main & Finger Docks | | \$1,768,800 |
| Services at Docks | | \$798,000 |
| Service Dock | \$365,000 | |
| Shore Treatment | \$554,000 | |
| Launch Ramp | \$230,000 | |
| Site Work | | |
| Marina Building | \$1,225,000 | |
| Parking Lots and Roads | \$413,000 | |
| Boat Storage Area Allowance | \$150,000 | |
| Summer Recreation Area Allowance | | \$10,000 |
| Services Allowance | \$100,000 | |
| Landscape Allowance | \$75,000 | \$75,000 |
| Total | \$3,137,000 | \$5,578,800 |

Source: EXHIBIT 23G

EXHIBIT 29A ANNUAL DEBENTURE PAYMENT FOR FINANCING PROPOSED DESERONTO MARINA – CONCEPT 2a

| | | | | | | | | | | | |
|---|--------------------------|---------------------------------|--------------------------|---|--------------------------|---------------------------------|--------------------------|---|--------------------------|---------------------------------|--------------------------|
| Capital Cost \$9,326,200 ¹ | | | | | | | | | | | |
| Capital Grant of 30% | | | | Capital Grant of 40% | | | | Capital Grant of 50% | | | |
| Total Municipal Debentures \$6,098,340 ² | | | | Total Municipal Debentures \$5,165,720 ² | | | | Total Municipal Debentures \$4,233,100 ² | | | |
| \$1,845,900 required in 2013 | | \$4,252,440 required in 2014 | | \$1,522,200 required in 2013 | | \$3,643,520 required in 2014 | | \$1,198,500 required in 2013 | | \$3,034,600 required in 2014 | |
| Amortize d over 20 years | Amortize d over 25 years | Amortize d over 20 years | Amortize d over 25 years | Amortize d over 20 years | Amortize d over 25 years | Amortize d over 20 years | Amortize d over 25 years | Amortize d over 20 years | Amortize d over 25 years | Amortize d over 20 years | Amortize d over 25 years |
| Annual Payment Starting in 2014 | | Annual Payment Starting in 2015 | | Annual Payment Starting in 2014 | | Annual Payment Starting in 2015 | | Annual Payment Starting in 2014 | | Annual Payment Starting in 2015 | |
| \$130,703.51 | \$115,058.06 | \$301,104.53 | \$265,061.77 | \$107,783.14 | \$94,881.30 | \$257,988.44 | \$227,106.76 | \$84,862.76 | \$74,704.53 | \$214,872.36 | \$189,151.74 |

¹\$3,237,000 to be spent in 2013, and \$6,089,200 in 2014. See EXHIBIT 28A

²Assumes that \$430,000 of the Town's share of the capital cost is covered by private sector sources

Note: The amortization rates for the 20 and 25 year municipal debentures are based on Infrastructure Ontario Municipal Debentures Rates as of May 8, 2012 (i.e. 3.57% for 20 years and 3.75% for 25 years, principal and interest payment due annually)

EXHIBIT 29B ANNUAL DEBENTURE PAYMENT FOR FINANCING PROPOSED DESERONTO MARINA – CONCEPT 4a

| | | | | | | | | | | | |
|---|--------------------------|---------------------------------|--------------------------|---|--------------------------|---------------------------------|--------------------------|---|--------------------------|---------------------------------|--------------------------|
| Capital Cost \$8,715,800 ¹ | | | | | | | | | | | |
| Capital Grant of 30% | | | | Capital Grant of 40% | | | | Capital Grant of 50% | | | |
| Total Municipal Debentures \$5,671,060 ² | | | | Total Municipal Debentures \$4,799,480 ² | | | | Total Municipal Debentures \$3,927,900 ² | | | |
| \$1,775,900 required in 2013 | | \$3,895,160 required in 2014 | | \$1,462,200 required in 2013 | | \$3,337,280 required in 2014 | | \$1,148,500 required in 2013 | | \$2,779,400 required in 2014 | |
| Amortize d over 20 years | Amortize d over 25 years | Amortize d over 20 years | Amortize d over 25 years | Amortize d over 20 years | Amortize d over 25 years | Amortize d over 20 years | Amortize d over 25 years | Amortize d over 20 years | Amortize d over 25 years | Amortize d over 20 years | Amortize d over 25 years |
| Annual Payment Starting in 2014 | | Annual Payment Starting in 2015 | | Annual Payment Starting in 2014 | | Annual Payment Starting in 2015 | | Annual Payment Starting in 2014 | | Annual Payment Starting in 2015 | |
| \$125,746.99 | \$110,694.85 | \$275,806.44 | \$242,791.90 | \$103,534.69 | \$91,141.40 | \$236,304.36 | \$208,018.30 | \$81,322.38 | \$71,587.94 | \$196,802.29 | \$173,244.70 |

¹\$3,137,000 to be spent in 2013, and \$5,578,800 in 2014. See EXHIBIT 28A

²Assumes that \$430,000 of the Town’s share of the capital cost is covered by private sector sources

Note: The amortization rates for the 20 and 25 year municipal debentures are based on Infrastructure Ontario Municipal Debentures Rates as of May 8, 2012 (i.e. 3.57% for 20 years and 3.75% for 25 years, principal and interest payment due annually)

**EXHIBIT 30A ECONOMIC IMPACTS DUE TO CONSTRUCTION OF
DESERONTO MARINA - CONCEPT 2a (274 Slips - 249 Seasonal)**

| | | |
|--|-------------|-------------|
| Total Construction Cost - \$9,326,200 ¹ | 2013 | 2014 |
| Total Annual Construction Cost | \$3,237,000 | \$6,089,200 |
| Gross Domestic Product (GDP) ² | | |
| Direct | \$959,720 | \$1,805,390 |
| Indirect | \$175,460 | \$330,070 |
| Induced | \$235,530 | \$446,910 |
| Total | \$1,370,710 | \$2,582,370 |
| Labour Income | | |
| Direct | \$617,830 | \$1,172,160 |
| Indirect | \$116,140 | \$220,540 |
| Induced | \$144,110 | \$275,650 |
| Total | \$878,080 | \$1,668,350 |
| Jobs Created | | |
| Direct | 9 | 18 |
| Indirect | 2 | 4 |
| Induced | 3 | 5 |
| Total | 14 | 27 |
| Total Taxes | | |
| Federal | \$333,360 | \$630,240 |
| Provincial | \$253,980 | \$477,140 |
| Municipal | \$66,860 | \$125,860 |
| Total | \$654,200 | \$1,233,240 |

Source: ¹EXHIBIT 28A

²Ontario Ministry of Tourism, Tourism Regional Economic Impact Model (TREIM). Since the Town of Deseronto and the County of Hastings do not have all of the industrial, manufacturing and service industries impacted by the marina construction spending, a portion is leaked to the rest of Ontario. We have not shown the economic impact on the rest of Ontario.

**EXHIBIT 30B ECONOMIC IMPACTS DUE TO CONSTRUCTION OF
DESERONTO MARINA - CONCEPT 4a (266 Slips - 241 Seasonal)**

| | | |
|--|-------------|-------------|
| Total Construction Cost - \$8,715,800 ¹ | 2013 | 2014 |
| Total Annual Construction Cost | \$3,137,000 | \$5,578,800 |
| Gross Domestic Product (GDP) ² | | |
| Direct | \$927,100 | \$1,654,060 |
| Indirect | \$169,500 | \$302,410 |
| Induced | \$227,530 | \$409,450 |
| Total | \$1,324,130 | \$2,365,920 |
| Labour Income | | |
| Direct | \$596,830 | \$1,073,910 |
| Indirect | \$112,200 | \$202,050 |
| Induced | \$139,210 | \$252,540 |
| Total | \$848,240 | \$1,528,500 |
| Jobs Created | | |
| Direct | 9 | 16 |
| Indirect | 2 | 4 |
| Induced | 3 | 4 |
| Total | 14 | 24 |
| Total Taxes | | |
| Federal | \$322,030 | \$577,410 |
| Provincial | \$245,350 | \$437,150 |
| Municipal | \$64,590 | \$115,310 |
| Total | \$631,970 | \$1,129,870 |

Source: ¹EXHIBIT 28B

²Ontario Ministry of Tourism, Tourism Regional Economic Impact Model (TREIM). Since the Town of Deseronto and the County of Hastings do not have all of the industrial, manufacturing and service industries impacted by the marina construction spending, a portion is leaked to the rest of Ontario. We have not shown the economic impact on the rest of Ontario.

EXHIBIT 31A ECONOMIC IMPACTS DUE TO OPERATION OF DESERONTO MARINA - CONCEPT 2a (274 Slips - 249 Seasonal)

| | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--|------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Direct Expenditures | | | | | | | | | | | |
| Total Revenues at Marina ¹ | | \$823,360 | \$891,550 | \$950,140 | \$1,005,010 | \$1,068,780 | \$1,134,030 | \$1,204,120 | \$1,263,430 | \$1,318,680 | \$1,373,180 |
| Total Seasonal Boater Expenditures Away from Marina ² | | \$143,760 | \$157,200 | \$167,210 | \$176,660 | \$187,170 | \$196,220 | \$205,470 | \$213,160 | \$219,210 | \$224,430 |
| Total Transient Boater Expenditures Away from Marina ³ | | \$153,060 | \$155,360 | \$160,300 | \$163,870 | \$174,320 | \$185,040 | \$196,050 | \$200,230 | \$205,640 | \$225,020 |
| Total | | \$1,120,180 | \$1,204,110 | \$1,277,650 | \$1,345,540 | \$1,430,270 | \$1,515,290 | \$1,605,640 | \$1,676,820 | \$1,743,530 | \$1,822,630 |
| Gross Domestic Product (GDP) in Hastings County⁴ | | | | | | | | | | | |
| Direct | | \$452,980 | \$486,980 | \$516,770 | \$544,230 | \$578,510 | \$612,890 | \$649,440 | \$678,230 | \$705,210 | \$737,200 |
| Indirect | | \$133,750 | \$143,770 | \$152,550 | \$160,660 | \$170,770 | \$180,920 | \$191,710 | \$200,210 | \$208,180 | \$217,620 |
| Induced | | \$104,910 | \$114,050 | \$121,840 | \$128,310 | \$136,390 | \$144,500 | \$153,110 | \$159,900 | \$166,260 | \$173,810 |
| Total | | \$691,640 | \$744,800 | \$791,160 | \$833,200 | \$885,670 | \$938,310 | \$994,260 | \$1,038,340 | \$1,079,650 | \$1,128,630 |
| Labour Income⁴ | | | | | | | | | | | |
| Direct | | \$291,350 | \$316,060 | \$338,670 | \$356,670 | \$379,130 | \$401,660 | \$425,610 | \$444,480 | \$462,160 | \$483,130 |
| Indirect | | \$87,320 | \$94,730 | \$101,510 | \$106,900 | \$113,630 | \$120,390 | \$127,560 | \$133,220 | \$138,520 | \$144,800 |
| Induced | | \$64,240 | \$70,340 | \$75,690 | \$79,710 | \$84,730 | \$89,770 | \$95,120 | \$99,340 | \$103,290 | \$107,980 |
| Total | | \$442,910 | \$481,130 | \$515,870 | \$543,280 | \$577,490 | \$611,820 | \$648,290 | \$677,040 | \$703,970 | \$735,910 |
| Jobs Created⁴ | | | | | | | | | | | |
| Direct | | 9 | 10 | 10 | 11 | 11 | 12 | 13 | 13 | 14 | 14 |
| Indirect | | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 3 |
| Induced | | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 2 | 2 |
| Total | | 12 | 13 | 13 | 14 | 14 | 16 | 17 | 17 | 18 | 19 |
| Total Taxes⁴ | | | | | | | | | | | |
| Federal | | \$193,340 | \$208,160 | \$221,320 | \$233,080 | \$247,760 | \$262,490 | \$278,140 | \$290,470 | \$302,020 | \$315,730 |
| Provincial | | \$143,390 | \$153,750 | \$162,670 | \$171,310 | \$182,100 | \$192,920 | \$204,420 | \$213,490 | \$221,980 | \$232,050 |
| Municipal | | \$2,090 | \$2,290 | \$2,470 | \$2,600 | \$2,760 | \$2,920 | \$3,100 | \$3,240 | \$3,370 | \$3,520 |
| Total | | \$338,820 | \$364,200 | \$386,460 | \$406,990 | \$432,620 | \$458,330 | \$485,660 | \$507,200 | \$527,370 | \$551,300 |

Source:¹EXHIBIT 27F. ²Expenditures in Town of Deseronto and Hastings County exclusive of monies spent at marina, based on number of occupied seasonal slips and an average expenditure of \$1,025.00 for sail boats, and \$1,780.00 for power boats. Assumes 55% of expenditures will be made in Deseronto and Hastings County. ³Expenditures in Town of Deseronto and Hastings County exclusive of monies spent at marina, based on number of boaters and an average per person expenditure of \$19.10 for less than 12 hour stay; \$33.90 for less than 24 hours and not overnight; and \$152.75 overnight (average stay 3 nights). ⁴Ontario Ministry of Tourism, Tourism Regional Economic Impact Model (TREIM). Since the Town of Deseronto and the County of Hastings do not have all of the industrial, manufacturing and service industries impacted by the marina construction spending, a portion is leaked to the rest of Ontario. We have not shown the economic impact on the rest of Ontario.

EXHIBIT 31B ECONOMIC IMPACTS DUE TO OPERATION OF DESERONTO MARINA - CONCEPT 4a (266 Slips - 241 Seasonal)

| | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--|------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Direct Expenditures | | | | | | | | | | | |
| Total Revenues at Marina ¹ | | \$776,930 | \$834,180 | \$891,700 | \$940,980 | \$998,940 | \$1,062,040 | \$1,129,830 | \$1,187,700 | \$1,249,690 | \$1,306,180 |
| Total Seasonal Boater Expenditures Away from Marina ² | | \$132,830 | \$143,700 | \$153,480 | \$161,870 | \$171,290 | \$180,080 | \$189,070 | \$196,490 | \$204,060 | \$209,950 |
| Total Transient Boater Expenditures Away from Marina ³ | | \$153,060 | \$155,360 | \$160,300 | \$163,870 | \$174,320 | \$185,040 | \$196,050 | \$200,230 | \$205,640 | \$225,020 |
| Total | | \$1,062,820 | \$1,133,240 | \$1,205,480 | \$1,266,720 | \$1,344,550 | \$1,427,160 | \$1,514,950 | \$1,584,420 | \$1,659,390 | \$1,741,150 |
| Gross Domestic Product (GDP) in Hastings County⁴ | | | | | | | | | | | |
| Direct | | \$429,790 | \$458,310 | \$487,580 | \$512,350 | \$543,830 | \$577,250 | \$612,760 | \$640,860 | \$671,180 | \$704,250 |
| Indirect | | \$126,900 | \$135,310 | \$143,930 | \$151,250 | \$160,540 | \$170,400 | \$180,880 | \$189,180 | \$198,130 | \$207,890 |
| Induced | | \$99,530 | \$107,340 | \$114,960 | \$120,790 | \$128,220 | \$136,090 | \$144,470 | \$151,090 | \$158,240 | \$166,040 |
| Total | | \$656,220 | \$700,960 | \$746,470 | \$784,390 | \$832,590 | \$883,740 | \$938,110 | \$981,130 | \$1,027,550 | \$1,078,180 |
| Labour Income⁴ | | | | | | | | | | | |
| Direct | | \$276,430 | \$297,460 | \$319,540 | \$335,770 | \$356,400 | \$378,300 | \$401,570 | \$419,990 | \$439,860 | \$461,530 |
| Indirect | | \$82,850 | \$89,150 | \$95,770 | \$100,640 | \$106,820 | \$113,380 | \$120,360 | \$125,880 | \$131,830 | \$138,330 |
| Induced | | \$60,950 | \$66,200 | \$71,420 | \$75,050 | \$79,660 | \$84,550 | \$89,750 | \$93,870 | \$98,310 | \$103,150 |
| Total | | \$420,230 | \$452,810 | \$486,730 | \$511,460 | \$542,880 | \$576,230 | \$611,680 | \$639,740 | \$670,000 | \$703,010 |
| Jobs Created⁴ | | | | | | | | | | | |
| Direct | | 9 | 9 | 9 | 10 | 11 | 11 | 12 | 12 | 13 | 14 |
| Indirect | | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 |
| Induced | | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 2 |
| Total | | 12 | 12 | 12 | 13 | 14 | 14 | 16 | 16 | 17 | 18 |
| Total Taxes⁴ | | | | | | | | | | | |
| Federal | | \$183,440 | \$195,910 | \$208,820 | \$219,430 | \$232,910 | \$247,220 | \$262,430 | \$274,460 | \$287,450 | \$301,610 |
| Provincial | | \$136,050 | \$144,700 | \$153,480 | \$161,270 | \$171,180 | \$181,700 | \$192,880 | \$201,720 | \$211,270 | \$221,680 |
| Municipal | | \$1,990 | \$2,160 | \$2,330 | \$2,440 | \$2,600 | \$2,750 | \$2,920 | \$3,060 | \$3,200 | \$3,360 |
| Total | | \$321,480 | \$342,770 | \$364,630 | \$383,140 | \$406,690 | \$431,670 | \$458,230 | \$479,240 | \$501,920 | \$526,650 |

Source:¹EXHIBIT 27G. ²Expenditures in Town of Deseronto and Hastings County exclusive of monies spent at marina, based on number of occupied seasonal slips and an average expenditure of \$1,025.00 for sail boats, and \$1,780.00 for power boats. Assumes 55% of expenditures will be made in Deseronto and Hastings County. ³Expenditures in Town of Deseronto and Hastings County exclusive of monies spent at marina, based on number of boaters and an average per person expenditure of \$19.10 for less than 12 hour stay; \$33.90 for less than 24 hours and not overnight; and \$152.75 overnight (average stay 3 nights). ⁴Ontario Ministry of Tourism, Tourism Regional Economic Impact Model (TREIM). Since the Town of Deseronto and the County of Hastings do not have all of the industrial, manufacturing and service industries impacted by the marina construction spending, a portion is leaked to the rest of Ontario. We have not shown the economic impact on the rest of Ontario.