

MARINAS TOUR

Saturday 19 November 09:00 - 18:00

Three state of the art marinas in the Northern part of Holland will be visited on Saturday 19 November as part of the Marinas Tour.

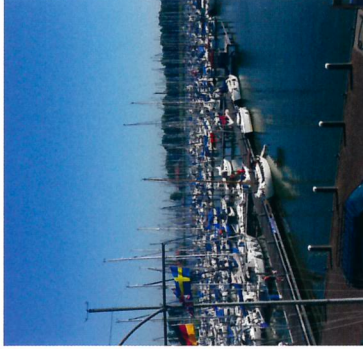
The route will include passing one of the well-known Dutch dykes, the 'Houtribdijk' (Enkhuizen-Lelystad), which divides the two largest sweet water lakes in the Netherlands: the 1,100 sq. km. IJsselmeer lake and the 700 sq. km. Markermeer lake. The Marinas Tour will start and end at the RAI.

**The Marinas Tour must be booked and paid for in addition to the Conference (see Conference Fees / Add-ons).*



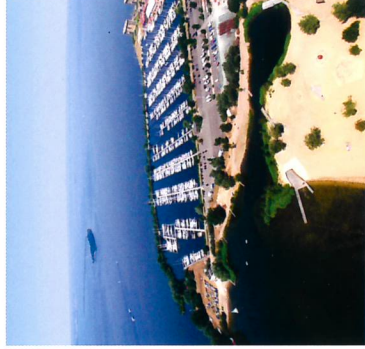
MARINA VOLENDAM

- Welcome by the manager of Marina Volendam & Marina Makkkum
- Tour of the marina
- Short visit to historic and picturesque village of Volendam



MARINA ENKUIZEN

- Welcome by the manager of Marina Enkhuizen
- Tour of the marina
- Lunch @ Marina Restaurant



MARINA MUIDERZAND

- Welcome by the manager of Marina Muiderzand
- Tour of the marina
- Drinks @ Harbor House

ICOMIA
WORLD MARINAS
Conference 2016

17-19 NOVEMBER | AMSTERDAM



FUTURE OF MARINAS IN A CHANGING WORLD

BE PART OF THE ICOMIA WORLD MARINAS CONFERENCE 2016 IN
RAI AMSTERDAM - 17-18-19 NOVEMBER 2016 - THE NETHERLANDS

SIDE PROGRAMME

PRESENTED BY:



HOSTED BY:



ORGANISED BY:



POWERED BY:



WMC OFFICIAL
MAGAZINE



EXCEPTIONAL MARINA HUB

SYNERGY WITH THE MARINA & YARD PAVILION AT METSTRADE 2016

This year the ICOMIA World Marinas Conference will be held adjacently to the Marina & Yard Pavilion (MYP) at METSTRADE, the world's largest marine equipment trade show held 15-17 November 2016 in RAI Amsterdam. With 50+ exhibitors at the MYP - dedicated to equipment for the global network of marinas and associated boatyards - and over 1,400 exhibitors at METSTRADE, the synergy between these events will create an exceptional marina hub for the industry!

MYP · MARINA & YARD
PAVILION
METSTRADE

ICOMIA WORLD MARINAS Conference 2016

17-19 NOVEMBER | AMSTERDAM

THE ICOMIA WORLD MARINAS CONFERENCE IS PRESENTED BY THE INTERNATIONAL COUNCIL OF MARINE INDUSTRY ASSOCIATIONS (ICOMIA) IN PARTNERSHIP WITH METSTRADE ORGANISER RAI AMSTERDAM AND HOSTED BY HISWA HOLLAND MARINE INDUSTRY.

REGISTER NOW AT: WWW.WORLD-MARINAS-CONFERENCE.COM
OR CONTACT: **+31 (0)20 5491212, WMC@RAI.NL**

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WELCOMING DINNER

Thursday 17 November 18:00 – 22:00

Day one of the Conference will end with an optional Welcoming Dinner at the Harbour Club, a unique location in Amsterdam, to network and celebrate in style.

From the RAI Harbour we start with a canal boat tour through Amsterdam. After disembarking, an exclusive four-course dinner accompanied with excellent wines will be served at the Harbour Club. Afterwards busses will bring you back to either the center of Amsterdam or to the RAI.

*The Welcoming Dinner must be booked and paid for in addition to the Conference (see Conference Fees / Add-ons).

PARTNER PROGRAMME

Thursday 17 November 09:00 – 17:00 & Friday 18 November 09:00 – 17:00

Day One Thursday 17 November 09:00 – 17:00

Day One starts at the RAI with a canal boat tour through Amsterdam. After enjoying a high tea, the tour resumes with a visit to the internationally renowned diamond factory Gassan Diamonds.

There you will experience the 'Diamonds & Champagne' tour, which will be followed by the optional Welcoming Dinner.



Gassan Diamonds

This family owned business is located in a beautifully restored factory building. Experience the craftsmanship of the diamond polishers and admire the work of the goldsmiths in the in-house atelier where jewellery is designed and diamonds are mounted while you wait.

Day Two Friday 18 November 09:00 – 17:00

Day Two will also start at the RAI with a bus tour to the Rijksmuseum, where you can admire paintings from Rembrandt, Vermeer and others. The guided programme will be completed with a lunch.

Friday afternoon is free for you to explore Amsterdam at your leisure.

Rijksmuseum

The Rijksmuseum is the most famous museum of the Netherlands. In 2013, an entirely renovated Rijksmuseum opened its doors to the public. They are greeted by a stunning building, amazing interior design, wonderful exhibitions, lively events, and many fine amenities for all to enjoy.



FOTO: ERIK SMITS

FUTURE OF MARINAS IN A CHANGING WORLD

ICOMIA World Marinas Conference 2016 is the perfect platform to learn about and discuss the latest marina developments worldwide. With this year's theme 'Future of marinas in a changing world' in mind, over forty world-class experts will present their views. Three days of innovation, inspiration, best practices, insider-insights, market solutions and marina tours will provide the knowledge and tools to get ahead in the global marina industry.

Make sure you are ready for the future of your marina!

PROGRAMME THURSDAY 17 NOVEMBER

Morning: 10:00 – 13:00 Plenary session "Future of marinas in a changing world"

OPENING ADDRESS

- ICOMIA President – Jouko Huju
- ICOMIA Marinas Group Chairman – Roberto Perocchio, CMP
- Host of the first ICOMIA World Marinas Conference (1993) – Reimier Steensma
- HISWA Holland Marine Industry Managing Director – Geert Dijk

KEYNOTE SPEECH

- Adjedj Bakas – Renowned trendwatcher

MARINA MARKETS OF THE WORLD

Moderator: Dennis Kissman, Marina Management

- Presentation:**
- Carol Fulford, Marina World
- Question and Answer Session with Open Panel Discussion:**
- Dennis Kissman, Marina Management
 - Mike Ward, Marina Projects
 - Steve Ryder, Bellingham Marine
 - YP Loke, CMM, Spinnaker International



LUNCH @ THE MARINA & YARD PAVILION / METSTRADE

PROGRAMME THURSDAY 17 NOVEMBER

Afternoon: 14:00 – 18:00 Breakout sessions

1

MARINA DEVELOPMENT

Moderator: Jon White, British Marine

1.1 NEW IDEAS AND TRENDS

Presentations:

- Nanke den Daas, Den Daas Recreatie
- Jason Ludlow and Tim Ludlow, Beds on Board

Open Panel Discussion:

- Nanke den Daas, Den Daas Recreatie
- Jason Ludlow, Beds on Board
- Tim Ludlow, Beds on Board
- James Beaver, Moffat & Nichol

1.2 REFURBISHMENT OF AGED MARINAS

Presentations:

- Tom Warren, Panuku Development Auckland
- Gary Groenewold, Westrec Marinas
- Kenny Jones, IGY Marinas / The Yacht Harbour Association
- Paul Cook, OneOcean Port Vell

Open Panel Discussion:

- Tom Warren, Panuku Development Auckland
- Gary Groenewold, Westrec Marinas
- Kenny Jones, IGY Marinas / The Yacht Harbour Association
- Paul Cook, OneOcean Port Vell
- Alex Beere, MDL Consulting



2

REGULATIONS

Moderator: Roberto Perocchio, CMP, Assomarinas

2.1 WATER PLANNING REGIMES AND ZONES

Presentations:

- Elio Ciralli, Envitek / Progetti e Opere srl
- Gianfranco Lizzul, Chapman Taylor
- Bob Nathan, Moffat & Nichol
- Jeff Houlgrave, Marina Projects

Question and Answer Session:

- Roberto Perocchio, CMP, Assomarinas

2.2 CONCESSIONS AND FINANCING

Presentations:

- Martinho Fortunato, CMM, Marina de Lagos
- Antonio Zaforteza, Port Adriano

Question and Answer Session:

- Roberto Perocchio, CMP, Assomarinas

2.3 ENVIRONMENTAL LEGISLATION

Presentations:

- Albert Willemsen, ICOMIA
- Darren Vaux, Empire Marina Bobbin Head
- Dan Reading, Royal Yacht Association / British Marine Federation
- Sophie Bachet Granados, Blue Flag
- Oscar Siches, Marina Matters

Question and Answer Session:

- Roberto Perocchio, CMP, Assomarinas

OPTIONAL: WELCOMING DINNER @ THE HARBOUR CLUB

PROGRAMME FRIDAY 18 NOVEMBER

Morning: 09:00 – 13:30 Breakout sessions

3

INDUSTRY / BUSINESS ENABLING EVENT

Invaluable for new business connections

Match-making event
11:30-13:30

Meet your future business partners in Amsterdam!

This business matchmaking event can help you find commercial partners, suppliers and/or customers from a concentrated pool of the industry's most influential representatives.

With pre-arranged 30 minute face-to-face meetings it is the perfect way of networking; having all interested parties in one place at the same time. Use this event to establish new international contacts for future business relations. Registration will be available mid-September.

See world-marinas-conference.com for more detailed programme information.



LUNCH @ AMTRIIUM LOUNGE

MANAGEMENT AND OPERATIONS

Moderator: Jean-Michel Gaigné, CMIM, Saint-Quay Port d'Armor

4.1 MARINA OPERATIONS 'Innovative solutions'

Presentations:

- Stéphanie de Bazelaire, Stéphane Millot, SZF Network
- Tone Britovsek, IRM

Question and Answer Session:

- Jean-Michel Gaigné, CMIM

4.2 STAFFING AND TRAINING 'Qualified operators'

Presentations:

- John Hogan, CMP, Global Marina Institute
- Bryan May, Berthon Group

Question and Answer Session:

- Jean-Michel Gaigné, CMIM

4.3 MARKETING 'Understanding the customer'

Presentations:

- Jose Luis Fayos, ANEN
- Vasco de Cet, Marina di Portisco
- Nicky Vaux, Empire Gals Club

Question and Answer Session:

- Jean-Michel Gaigné, CMIM

4.4 CUSTOMER CARE 'Pampering the berth-holder'

Presentations:

- Renata Marević, Punat Marina
- Dennis Kissman, Marina Management

Question and Answer Session:

- Jean-Michel Gaigné, CMIM

PROGRAMME FRIDAY 18 NOVEMBER

Afternoon: 14:30 – 16:00 Plenary session

UNITING THE PUBLIC AND PRIVATE SECTOR

Moderator: Udo Kleinitz, ICOMIA

Presentations:

- Geert Dijkstra, HISWA Holland Marine Industry
- Marleen Maarleveld, Water Leisure Netherlands
- Speaker from the European Commission
- Speaker from the Organisation for Economic Cooperation and Development

Round-up:

- Udo Kleinitz, ICOMIA

CLOSING DRINKS @ AMTRIIUM LOUNGE



Conference Fees:

Conference Delegate* Includes 2-days entry to conference	€ 595.00
ICOMIA Member delegate Includes 2-days entry to conference	€ 470.00
Single Day Rate Either day	€ 300.00

Please Note: Welcoming Dinner, Marinas Tour and Partner Programme are not included. See 'Add-ons'.

Add-ons:

Welcoming Dinner , 17 November	€ 175.00
Marinas Tour , 19 November	€ 125.00
Partner Programme , 17 – 18 November (excl. Welcoming Dinner)	€ 150.00

All prices are excl. 21% VAT

* If you are planning to visit ICOMIA World Marinas Conference with a group of 15 persons or more, please contact the organisation: wmc@rat.nl

Register now at: world-marinas-conference.com