

Hear what IMI Certified Marina Managers have to say about our training programs!

As an owner of two marinas, I am better able to evaluate risk management in my operations and eliminate exposure, and I have become more attuned to environment issues, which has prevented possible fines. There is no doubt that obtaining my CMM designation has resulted in a very high return on my investment as an owner; it has been **priceless**. I also believe as an owner that sending certain staff, whether they get the designation or not, will better all concerned.

—**Gene Strader, CMM, Coquina Yacht Club, South Carolina**

In the fall of 2008 we were in the process of sending our general liability insurance out for bids. Several companies came to our marina to perform a general inspection. I made sure to share with the company representative all of our Best Management Practices, including a presentation of our health and safety program. When the final bids came in we were able to lower our general liability insurance premiums from \$80,000 per year to \$60,000 per year, **generating annual savings of \$20,000 per year**. This would never have been possible without the CMM program. As a result of my CMM training and my ongoing continuing education through AMI and IMBC [International Marina & Boatyard Conference], our marina is poised to become the first Clean Marina designee in Minnesota.

—**Rick Chapman, CMM, Sunnyside Marina, Minnesota**

The AMM definitely raised my level of human resources operating skills and record keeping. I have utilized what I learned in several cases with potentially hostile employees, knowing the right and wrong time to terminate an employee. I also won five cases of unemployment benefit disputes due to proper record keeping and logging of employee verbal and written warnings, poor attendance, and reasons of final termination—potentially saving us thousands of dollars in unemployment claims. The best parts of the [Advanced] class were contractual law and admiralty law with Dennis Nixon. Within months I put some of what I learned to the test when local police tried to take a boat from our marina. I refused to let the boat leave, even when threatened with being arrested. I recommended the police officers check with an admiralty attorney first. The police officers returned two days later with a smile, shaking their heads. We are now all great friends, and we got the money that we probably never would have seen if I gave the boat up.

—**Bruce Grout, CMM, New Port Cove Marine Center, Florida**

“You know all you need to know about boats, let IMI teach you the rest.”

Invest In Your Staff Invest In The Future



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Protect Your Investment Minimize your Risk

- Better serve your customers
- Build stronger relationships with your employees
- Network with top marina professionals

- Hone your problem-solving skills
- Increase risk awareness and lower costs

Professional training and certification can save you anywhere from \$2,500 annually to over \$100,000 in potential fines and business costs.

SAVINGS

- Estimated market value of a contract review and recommendation session with Dennis Nixon, Global Marine Law Expert..... **\$2,500**
- Converted insurance savings based on risk management training, as much as **\$2,500 (per year)**
- Average legal and court costs associated with a harassment or questionable, but preventable, human resource claim..... **\$25,000**

EPA Regulations

The EPA has the right to fine a facility \$35,000 per day until that facility meets the hazardous waste compliance. Fines start as **low as \$1,500** per violation and can range up to **hundreds of thousands of dollars!**

Ignorance does not make you exempt. Know the rules so you can avoid the fines.

The top 10 most common simple violations with environmental compliance and employee health and safety (*listed below*), an average **fine assessed at \$7,000 per violation.**

OSHA Regulations

FINES

- Scaffolding, general requirements, construction (29 CFR 1926.451)..... **\$7,000**
- Fall protection, construction (29 CFR 1926.501)..... **\$7,000**
- Hazard communication standard, general industry (29 CFR 1910.1200)..... **\$7,000**
- Respiratory protection, general industry (29 CFR 1910.134)..... **\$7,000**
- Control of hazardous energy (lockout/tag out), general industry (29 CFR 1910.147)..... **\$7,000**
- Electrical, wiring methods, components and equipment, general industry (29 CFR 1910.305)..... **\$7,000**
- Powered industrial trucks, general industry (29 CFR 1910.178)..... **\$7,000**
- Ladders, construction (29 CFR 1926.1053)..... **\$7,000**
- Electrical systems design, general requirements, general industry (29 CFR 1910.303)..... **\$7,000**
- Machine guarding (machines, general requirements, general industry) (29 CFR 1910.212)..... **\$7,000**

Is Custom Training and Certification Right For You?

IMI's existing course curriculum can now be tailored to match your organization's demographics and goals. IMI has delivered the Advanced and Intermediate Marina Management courses for almost 30 years. As the landscape of the industry has changed over time, so have the methods of delivering IMI training and certification. Now, it's easier and even more economical for you to provide your employees with the training that IMI has already provided to thousands of marina professionals.

- Limit your overall travel expenses
- Reduce the amount of necessary sessions when you apply your organization's required training programs
- Receive local information from local speakers and instructors
- Qualify all employees when you combine the Advanced and Intermediate courses into one course
- Lower costs by increasing the number of participants attending one course

Once you have decided that custom training is right fit for your organization, leave the rest to IMI. IMI staff specializes in delivering training as well as event management so we are ready when you are. All you need to do is make the first call and we will handle the rest.

Email Merritt Alves at imitraining@marinaassociation.org or contact her by phone at 1.866.367.662 and leave the rest to us.