



Lighthouse Point Revitalization Project - FAQ

General

- 1. Who is Monument Marine Group (MMG)?** Monument Marine Group is a Mid Atlantic-based firm focused on marina investments and improvements across the United States and the Caribbean.
- 2. Who is Oasis Marinas (Oasis)?** Oasis Marinas is a marina management company based out of Annapolis, MD. The company provides marina management services to marina owners that support all aspects of the marina, including boat slips, provisions, fuel docks, and the associated contracts with the vendors running the maintenance services, restaurants, and other business services such as marina redevelopment and construction.
- 3. Who is eligible for a refund or credit of prepaid rent?** All boaters of Lighthouse Point Marina with active slip holder agreements with amounts paid beyond September 16, 2022. Prepaid rent amounts will be calculated through September 16, 2022 as the final effective contract date, through the end of all active contracts.
- 4. What if I have a balance of payments due on my slip agreement through the remaining term?** All slip accounts with amounts due will be reconciled as of September 16, 2022, resulting in a lower amount than would otherwise be owed for the balance of those previously outstanding slip rental amounts.
- 5. What about 99 Year lease holders?** We are committed to working with our 99-year lease holders to return to slips approximately in the same location as your slips (as determined before the West marina closure) when the marina has re-opened.
- 6. How many marinas does Oasis manage?** Oasis Marinas currently manages 52 marinas.
- 7. How are MMG and Oasis related to Lighthouse Point?** Monument Marine Group recently acquired the marina and is moving forward on the complete renovation of the property. Oasis Marinas is the manager that MMG retained post-acquisition to manage the day-to-day operations of the marina property at Lighthouse Point Marina.

Communication

- 1. Who is the main point of contact at Oasis?** Oasis Customer Success at 443-231-0225 or visit the marina management office on site. You can also email us at newLHP@oasismarinas.com
- 2. What type of communications can we expect to receive from Oasis?** Oasis will be sending weekly communications to the boat owners until October 15. At that time, Oasis and MMG will send monthly updates on the revitalization progress.
- 3. What type of communications can we expect to receive from MMG?** Any communication from MMG will be included in the Oasis communications to boaters going forward.
- 4. What should I do if I have not been getting emails?** If you have not received emails, check your spam folder to make sure the email is not there. If you need to update your contact



information, contact Customer Success at 443-231-0225 or visit the marina management office on site. You can also email us at newLHP@oasismarinas.com

5. **What should I do to update my email address?** Contact Customer Success at 443-231-0225 and someone will gladly update your contact information.
6. **Can you provide communication via SMS?** Yes, we can but you must first provide permission to send texts. We have provided a form in this email. Fill out the form and hit submit and we will update your information.
7. **Will there be any other type of communication moving forward?** We will provide information throughout the process via emails, handouts, texts, and website updates. You will also receive a communication in the mail certifying the September 16 closure date to ensure we are reaching all boaters, a copy of which will be emailed to you.
8. **Is Oasis going to work through contracting with all boaters ahead of the September 16, 2022, marina closure and boat removal deadline?** Yes, our team members on site and our Customer Success team have been and will continue to work with our boat owners daily to ensure you have the support and options you need to make decisions.

Timing

1. **What is the timing for the west side rebuild?** The west side will start construction following the marina closure and is currently anticipated to be completed by May 2023.
2. **What is the timing for the east side rebuild?** The east side will start construction on the heels of the west work commencement and is anticipated to be completed by the end of 2023 or early 2024.
3. **Can you start later and give the boaters more time to move out?** We are committed to starting as scheduled to contain the majority of the heavy construction to the winter months. Following our townhall discussion, we are willing to entertain select waivers for those boaters with extenuating circumstances that make the September 16 date challenging. These will be short term extensions in special circumstances only.
4. **When will the marina be closed?** The marina will be officially closed on September 17, 2022, and dock management services will ramp down at that date.
5. **When will the boats in the marina that have not been moved by the deadline, be towed out?** We are working closely with our network of area marinas and towing companies to facilitate a safe relocation of all vessels to alternate locations following the closure of the marina.

Live-Aboard Boaters

1. **When do Liveaboards need to be out of the marina?** Liveaboards need to vacate the marina on September 16, 2022. Please reach out to Oasis Customer Success at 443-231-0225 to discuss your needs to facilitate a timely relocation, and any individual circumstances that may require a short-term waiver.
2. **What happens with their slip license agreements?** All marina slip holder license agreements will be cancelled and prorated refunds issued.



- 3. What is Oasis doing to help them with relocation?** Oasis has been working with Liveaboards throughout this process by providing them with names of other marinas that currently accept Liveaboards, such as Harborview Marina, Henderson's Wharf Marina, and The Moorings Marina. The team is also focused on providing assistance in moving all vessels, as needed by each boater.
- 4. What is the Liveboard policy moving forward?** The new Lighthouse Point Marina will no longer offer Liveboard contracts.

Parking

- 1. What type of parking will be provided for the slip holders?** We expect parking will be a mixture of garage and surface spaces. The garage spaces will be allocated out of the existing available spaces excluding a portion set aside for construction crews. Surface spaces will be allocated as available from the large vehicle parking space, all other surface spaces and lots are not under the control of Lighthouse Point Marina.
- 2. Will the current parking spots designated for boaters remain a part of the contracts?** For those boaters interested in retaining on-site parking following the closure of the marina, these will be new agreements for parking spaces.
- 3. Who owns the parking lot?** We have long term leases controlling the garage spaces and oversized lot parking spaces. As discussed in our town hall meetings, we are committed to ensuring that only oversized vehicles utilize the oversized spaces. The balance of the surface parking lot is managed by Oasis Marinas, though not under the control of Lighthouse Point Marina.
- 4. Will we use a parking FOB system?** Slip-holders will get access to the garage via key card or "FOB," oversized vehicle spaces will require a parking permit hang tag.
- 5. Will I be able to park my car in the lot until the new marina opens in 2023?** After September 16, 2022, those individuals requesting a continued parking space in the garage may contract directly with Lighthouse Point Marina for these spaces. The Oasis team will provide monthly parking rates. Any parking arrangement in the non-oversized surface lot going forward will be managed through separate arrangement with War Horse Cities, which Oasis Marinas is able to coordinate.

Pool

- 1. When does the pool close for the 2022 season?** Swim Club is set to close on Sunday, September 18, 2022, as a reminder, this is not owned by Monument Marine Group and managed through a separate contract between War Horse and Oasis.
- 2. If I am staying at another marina, do I still have access to the pool until it closes?** Swim Club's end-of-season closure aligns with the closure of the marina and current members and slip-holders will have access to the pool through September 18, 2022.
- 3. Will the new Lighthouse Point Marina have its own pool?** The new Lighthouse Point Marina will have its own pool, which is anticipated to be completed for the 2024 boating season.



4. **Where is the new pool going to be located?** The new pool will be located at the base of the lighthouse where Bo Brooks Tiki Bar sits currently.
5. **Will the current pool still exist?** We are not the owners of the Swim Club pool.

Restaurant

1. **Will Bo Brooks and the Tiki Bar exist in 2023?** The restaurant will be undergoing renovations as we complete work for the 2023/2024 seasons, including removal of the Tiki Bar to make way for an enhanced marina outdoor amenity space with a new Tiki Bar.
2. **How many restaurants will the new marina have?** We anticipate reutilizing the existing space for a single restaurant as well as the new Tiki Bar through a single operator.
3. **What type of restaurants will the new marina have?** We are in discussions with a variety of authentic restaurant concepts to be a unique food and beverage offering to the Lighthouse Point Marina.

Haul Outs

1. **Do all current LHP boaters have a haul out at Clinton St. included in their contracts?** War Horse is honoring haul outs in boater contracts through September 16.
2. **Do boaters have to use the complimentary haul out by September 16?** Yes.
3. **Can the complimentary haul out be extended?** We are working with War Horse on programs and discounts to provide haul outs to boaters once refunds have been issued and contracts are no longer in force.
4. **Will my new contract include 2 complimentary haul outs each year?** As Lighthouse Point is no longer under common ownership with Clinton Street marina, we anticipate haul out packages will be a separate agreement outside of the Lighthouse Point Marina contract.
5. **Are the War Horse contracted haul outs still valid?** If your contract is with War Horse, the haul out will be governed by the terms of that contract. We are not making any changes to contracts outside of the Lighthouse Point Marina.

Security

1. **What type of security will the new marina have?** Cameras for the marina and main building, and electronic locks for slip holder access to marina as well as enhanced security gates.
2. **Who will be responsible for maintaining the security system?** MMG and Oasis will maintain the security system.
3. **Will there be an additional cost included in our contracts for the security system?** Slip rental rates will reflect the amenities and infrastructure offered at the new marina. There will be no additional cost from the base slip rental rate for the security system.

New 2023 Slip Reservations

1. **When will the new contracts and pricing be available?** We will deliver new slip pricing in the coming weeks.



- 2. How do we reserve a slip in the marina (west side) for 2023?** Call or email the Oasis Customer Success team for assistance with reserving your slip. You can reach the team by phone on 443-231-0225 or via email newlhp@oasismarinas.com.
- 3. Will we be able to choose our slip?** The Customer Success team will make a note of your preference, if still available. Please be prepared to select your top choice slips as we will need to equitably distribute slips if there is overlap.
- 4. Do we have to put down a deposit to reserve a slip?** Once pricing is available, the marina team will finalize slip assignments and deposits will be taken at that time.
- 5. Can we get a refund of the amount credited if we decide next year that we do not want to stay at Lighthouse Point?** Yes, boaters will have this option until February 15, 2023. If for any reason your plans change prior to that date, please let our team know.
- 6. How is my security deposit held and recorded?** We will provide official receipts of 110% deposit credit amounts retained as well as refunds issued to each boater owed any outstanding prepaid rent amounts
- 7. Where is my slip in the new build? It does not look like my current slip is available in the new build.** Please review the new Lighthouse Point site plan for the comparable location and slip. The total number of slips and layout has been slightly modified, so your exact slip location or number may not exist in the new plan.

Pump-Out

- 1. How will the new marina handle pump-outs?** Oasis Marinas' Marina Service Associates will aid in the assistance of vessel pump-outs upon request.
- 2. Will each slip have its own pump-out station?** Each slip will not have its own pump-out station. However, the new marina is designed to have tankless in-slip pump-out access through several waste ports and hose carts stationed throughout the marina and docks.

Construction/New Design

- 1. Do you have permits?** Yes, we have permits issued by MDE/ACOE for the redevelopment of this marina.
- 2. Why are you using metal pilings?** Coated extruded steel pilings are the strongest and most corrosive-resistant option.
- 3. Will you allow transient dockage around the perimeter?** Yes, we are excited to offer perimeter transient dockage for those larger vessels that exceed available slip lengths inside the marina.
- 4. What will the amperage be at the new marina?** We will have state-of-the-art marina power and amperage accommodations with the ability to welcome vessels up to 300' in length. We will have a minimum of 50 amps with the ability to decrease or increase as the need arises.
- 5. Is there a chance that the marina will be redesigned or are these designs set in stone?** We do not expect the current marina plan to materially change from the current renderings and plans released.



6. **What is the difference between the east and west marina redevelopments?** There is no difference between the two redevelopments as they are part of a single redevelopment project. We anticipate demolition and supplies and travel of barges related to the entire marina construction will inhibit access for boaters.
7. **Are your pilings going to be as tall as they are now or taller? You may want to consider high tide impacts.** The goal is to future-proof the marina. Piles are slated to be approximately 15' above median waterline.
8. **Are there double finger piers?** There will be select slips in the marina that have finger piers on either side of the vessel, most slips will have single finger piers along one side of the vessel.
9. **How are you handling supply chain issues that can negatively impact your project?** We are doing everything we can to get advance orders to mitigate supply chain issues. We appreciate that the current supply chain dynamics can create unanticipated delays in the delivery of critical materials and will communicate any changes to our boaters.
10. **What will the dock material be?** Decking will be a high-quality composite provided by Meeco Sullivan. Structure will be a combination of coated steel and wood.

Commercial Business

1. **Are you allowing the marina to be a showroom for yachts?** We will continue to partner with select Vessel Brokers that will rent slips from us.
2. **Will commercial business operators have slips in the new marina?** We will offer slips in the new marina to business operators who have gone through a rigorous selection process and have proven business models.
3. **What type of commercial businesses will have space in the new marina?** We will have retail and restaurant spaces in addition to boat clubs, rental, and vessel brokers.