



### ***Spotlight on Sponsorship-Westrec Marinas***

Westrec Marinas is one of the largest national marina operators in the United States and currently operates a portfolio of over 25 marina facilities. Comprising some 15,000 wet and dry storage spaces, Westrec properties accommodate vessels ranging in size from personal watercraft to megayachts, served by over 500 employees. Their consulting experience ranges over 100 different marina properties and their operational skills are widely recognized. Since 1987 Westrec has constructed, renovated and redesigned over \$300 million in marina projects.



Westrec has successfully partnered with a variety of government and regulatory agencies to create marinas that provide public revenues, increase services, expand usage, and most importantly,



increase the enjoyment and participation levels of the boating public. Westrec has partnered with over twenty such agencies across the U.S., including the Chicago Park District, Miami-Dade County, Florida, U.S. Army Corps of Engineers, as well as the Port Authority of Jamaica, and many others.

Westrec is very proud of its achievements in Public-Private Partnerships. These relationships are the direct result of the

company's philosophy. In all the cases where Westrec operates public facilities, the company has been selected through an extensive RFP process where multiple bidders have participated.

Most recently Westrec completed an ambitious project in a public park in Miami-Dade County, Florida. The new Haulover Marine Center is a state of the art 508 space fully enclosed boat dry storage facility handling vessels up to 60' in length and storing them up to five racks high. This \$22 million-dollar facility located on the ICW just north of Bakers Haulover Inlet in Miami Beach boasts the two largest marine fork lift trucks ever made with the ability to lift over 78,000 lbs.

It is projects such as these that continue to keep the company at the forefront of the industry. Westrec is unique in that through its operations it has experience serving all aspects of the marine industry, from the weekend warrior to the sportfish enthusiast to the family cruiser, professional crew and superyacht owner. All are Westrec's customers and clients, and all enjoy their time on the water.

Westrec's Southern Regional Office administers the company's interests throughout the state of Florida, the Caribbean, South, and Central



America. It is through this office that they came to be members of the ISS due to their Area Vice President, Gary Groenewold, and the desire to be involved and on the cutting edge of what is happening in the superyacht industry. Since that time Westrec has become a supporting member of ISS and Groenewold is now serving his 4<sup>th</sup> term on its Board of Directors.

He saw early on the importance and value of professional crew as an important component of the superyacht industry and deserving of recognition alongside of the designers, builders and movers and shakers in the industry. As a result, Westrec has sponsored the annual Distinguished Crew Award since its inception some 12 years ago and is committed to continuing their support and sponsorship of the ISS for years to come.



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