



# DOCKLINES

- DECEMBER 2018 -

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Welcome to the December edition of Docklines, my first as the Chief Executive Officer of d'Albora Marinas.

Having worked in marine and hospitality industries for over 30 years, most recently as the General Manager of the Royal Prince Alfred Yacht Club, I look forward to bringing a blend of that experience to d'Albora to further enhance our service offerings to our customers.

I am passionate about the marine industry and involved in many ways including serving on the Board of the Marina Industries Association.

Having started three months ago, I have quickly got to know our seven unique marina precincts and the wonderful staff who are so committed to ensuring they provide not only well presented facilities, but attentive and personalised service. I have also been fortunate to meet many of our customers while out and about at the marinas and hope to meet many more in the coming year.

Joining d'Albora at such an exciting time is a true privilege. The transition of the business from

Ardent took place a little over a year ago and the new owners quickly moved to make plans to upgrade much of the aging equipment and facilities, including three new Wiggins forklifts to provide improved reliability at Akuna Bay and Pier 35 dry store facilities.

In addition to the recent replacement of the outer marina arms, Akuna Bay is currently undergoing a \$1.5m building renovation which will house a new reception, customer lounges and amenities, offices and most excitingly for our berth holders and other boaties travelling around the Hawkesbury, a new d'Albora operated restaurant, bar and provedore. The restaurant, aptly named 'SHED' is scheduled to open on 28 December and will offer guests a relaxed dining experience with a contemporary Italian twist. The menu will be themed on rotisserie meats, fresh seafood and antipasti.

For those without their own boats, Akuna Bay now has a small fleet of hire boats. These are a great way to explore the beauty and calm waters of Akuna Bay and beyond. Early in 2019 d'Albora will take on the management of the Akuna Bay

boatyard which will provide additional capacity and service for our customers. Francis Marine will remain on site to continue to provide customers with shipwright and engineering capabilities. Further repairs and upgrades to the marina at Akuna Bay will take place in 2019 ensuring this facility is once again a vibrant home for those berthing at the marina, a must overnight stay for boaties cruising the Hawkesbury and a destination for visitors to the beautiful Ku-ring-gai Chase National Park.

Nelson Bay Marina will also see a new d'Albora restaurant opening in the coming weeks. Blueys restaurant will provide modern, relaxed indoor and outdoor bar and dining options at the eastern end of the retail precinct. It is expected that Blueys, along with a number of new businesses set to open in the coming weeks, will bring renewed vitality and interest to the marina precinct, cementing its place as the hub of Nelson Bay. In December we also welcomed back John Bradshaw to manage the Nelson Bay precinct, who is looking forward to reuniting with many old associates there.

At The Spit, a new Boatyard development has been approved and work will commence in the first half of 2019. A 50 tonne travel lift will underpin the operations providing a modern, environmentally responsible maintenance facility for d'Albora customers on Sydney Harbour.

Last month we were very excited to move our Group Head Office to our Rushcutters Bay site. This is the first time in over a decade that the d'Albora Group Office has been located at a marina and is an important step in the transition of the business as we become more engaged with our customers and our product and services.

Visitors to Rushcutters will also have seen the first of our d'Albora Marine Boat Sales Offices. The d'Albora Marine website went live last year and currently has over 30 listings. The CEO of this business, Matt Walford welcomes opportunities to assist our customers in sale of their vessel which benefits from exposure to the greater d'Albora database of over 13,000 qualified boaties.

Last week we welcomed a new member to our senior management team as Ed Shute joins d'Albora as Guest Services & Communications Manager. Ed has a strong career in communications in the travel industry and having been a customer of d'Albora Rushcutters Bay for a number of years, understands the needs of the boating community. A National Operations Manager will be appointed in the new year to provide expertise, co-ordination and oversight of the maintenance and development of our marinas.

On Monday we welcomed back Lisa Blair after successfully circumnavigating Australia, solo and non-stop breaking a couple of world records in the process. d'Albora is very proud to be the major sponsor of Lisa Blair who left Sydney on 14 October on her latest adventure D'ALBORA ACTION PROJECT: AUS360, spreading positive environmental initiatives in her yacht Climate Action Now. Lisa is an incredible inspiration to all and a great ambassador for sailing, d'Albora is very proud to align itself with young inspiring people who challenge themselves and with the positive environmental initiatives that Lisa is promoting. As a business which depends on the beauty of our waterways, d'Albora is committed to a proactive environmental strategy as part of our operations.

The pace at which the new owners have acted and investment activity already in progress demonstrates the commitment to improving the facilities and services at d'Albora Marinas in to the future. It is a very exciting time to be associated with d'Albora and I look forward to bringing you more news during 2019.

To all our d'Albora & Balmain staff, d'Albora customers, tenants and business partners thank you for your efforts and I wish you all a very Happy Christmas and safe boating!!

**Suzanne Davies**  
**Chief Executive Officer**