

h. LETTERS OF RECOMMENDATION ATTESTING TO QUALIFICATIONS -

- Marina World – November/December 2001 article
- Latitude Yacht Brokerage
- Neil W. Ross
- Gallagher Environmental Consulting Group
- John K. Fulweiler, Esq.
- Leland R. Merrill, Jr., Exec. VP, Chief Lending Officer - BankNewport
- Robin Skuncik Jones, CPA – O'Reilly and Skuncik, Ltd.
- Lawrence E. Keefe, Exec. VP – Starkweather & Shepley
- Cheryl Rienzo, JYC Fleet Captain/Race Comm. Chair – Jamestown Yacht Club
- Mark Amaral, Executive Team – Association of Marina Industries
- Pamela Lenzion, Executive – ABBRA
- Wendy Mackie, CEO – RIMTA
- Ed Sherman, Vice President – ABYC
- Robert W. Sutton, Jr.
- Dennis W. Nixon
- Richard Smith
- Matthew R. Jamison
- John F. Hall & Brigid Rooney Hall
- Mary & John Brittain
- Len & Jill Hubbard
- Paul M. Zabetakis, MD
- Ralph and Elisa Conte
- Nancy & Tony Lush
- Fred Bartlett & Joyce Hooley Bartlett
- Diane S. Hurley



Bill Munger CMM and May Munger established CMS in 1974.

Marina and boatyard – a natural combination

Conanicut Marine Services (CMS), known for its hospitality, excellent facilities and nearby amenities, is located in Jamestown on the beautiful island of Conanicut, Rhode Island, in the USA. Owned and operated by Bill Munger CMM and his wife May, Conanicut is a full-service marina with a thriving and recently expanded boat repair, service and storage facility.

Although a two-person operation when established in 1974, the marina currently employs 51 staff in the summer months and 35 on a full-time basis year round making it a major private employer in the town. Expansion is also ongoing: "It seems that we are in continual growth," Bill Munger admits. "Over the last two years we have completed a large expansion in our chandlery for service parts and retail

Hauling boats at Round House Boat Yard by means of a railway system



to create 7,000 sq ft of marine supplies. We have doubled the capacity of our indoor storage to more than 41,000 sq ft and hope to add a wave attenuator along an exposed portion of the marina this winter. Permitting is in process," he adds.

Conanicut has 205 swing moorings, 100 wet berths on floating pontoons and piers, land-based storage for a further 200 or so boats and undercover storage for 40 boats of up to 50 feet. It operates two boatyards.

Undercover storage is available for 40 boats of up to 50 feet in length.



– the ten-acre Taylor Point Boat Yard and Round House Boat Yard, which is equipped to haul boats of up to 200 tons/13 ft draft/100ft length by means of a railway system. The facility is licensed and insured for boat home deliveries and professionals are on site to undertake maintenance and repair on glass fibre and wooden vessels. An associated mechanical shop is authorised to sell and service a wide range of marine inboard and outboard engines and drive systems and employs factory-trained technicians.

Unlike most yards, CMS has acres of space inland but less space directly on the water and, prior to leasing the Round House Yard (ex-Clark Yard) it depended heavily upon neighbouring Newport facilities for launching and hauling deep draft vessels. Seeing marina maintenance, repairs and service as the primary focus of operations, Munger viewed purchase of the Clark facility as a big business boost, enabling the company to service much larger commercial vessels, both power and sail.

Much of his experience has been hands-on. "My professional background is mostly from the school of hard knocks. My dad was a boat builder and I became addicted to boats at a very young age. It's been

shingle by shingle since. Both ABBRA (American Boat Builders & Repairers Association) and the IMI (International Marina Institute) have provided much guidance and education and it is likely that we would not have succeeded without these two great organisations," he emphasises.

"Today's best managers still need to have years of field experience in all operations as their foundation but there is much, much more," he points out, making an instant tick list. "American managers need to be familiar with coastal zone law, marketing, OSHA laws, environmental laws, local zoning and harbour ordinances, local comprehensive community plans, storm water run-off, accounting procedures, US Coast Guard, hoisting and DoT licensing, Hazmat training, access for the disabled, people management, computer systems - the list goes on. You must be able to overcome obstacles and barriers. You must surround yourself with leadership that is focused, people-friendly and forward-thinking."

Another ongoing list can be drawn up for environmental management - one of the biggest challenges for most marina managers. Munger has recently upgraded two heavy maintenance and repair bays to include a containment trough so as to prevent various substances from escaping into the outside parking area. An additional 50ft x 70ft containment area with a heated floor, sloped to a containment trough is currently being completed to prevent leakage of pollutants during boat maintenance work.

Improvements must, however, be made with an eye to efficiency, cost effective time management and above all competitiveness. CMS enjoys a friendly relationship with the two other boatyards on the island - Jamestown Boat Yard and Dutch Harbor Boat Yard - and industry growth is being provided by excess Navy land ten miles up the bay. Availability of



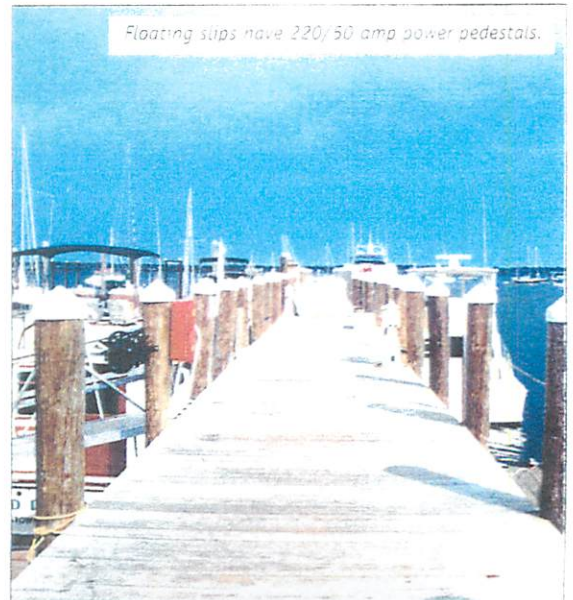
waterfront land for expansion purposes makes the area an enviable location for boat oriented businesses but its local waters also attract the hardware

Commerce Marina is an ideal base for cruising Narragansett Bay, Block Island South and the Elizabeth Islands and few berths remain unoccupied during the boating season. Facilities are plentiful with an on-site concierge service, shower amenities block, fresh water and ice, a pump-out station and pump-out boat, gasoline, diesel, LPG and CNG on a dedicated dock, convenient shops and restaurants. Three Coast Guard inspected launches are available for mooring shuttle services, which are included in the mooring fee. The floating slips have 220/50 amp power supply and the 1,200 ft long fixed pier dockage has 100 amp and three-phase

electricity and can accommodate vessels up to 250 feet.

Recycling facilities are in place for cans and bottles and one of the launches will collect rubbish from boats, free of charge. A laundry is located in the town centre. Water transportation is available from the marina to Fort Adams, downtown Newport, Goat and Rose Islands.

Combining a modern marina and extensive boatyard operation is a "natural" according to Munger. "The customer base within the marina is going to need every service you can offer at some point. You must have the best technicians, the best-equipped facility and the best management. A clean, friendly presentation will produce more work than you can handle," he believes, adding "I cannot think of any disadvantages."



Floating slips have 220/50 amp power pedestals.

August 31th, 2015

Dear Jamestown Town Council,

I'm writing you today in favor of Conanicut Marine Inc.'s (CMS) RFP to continue the lease of the town portion of the East Ferry Marina. As a business owner in the marine industry with an office on East Ferry Wharf I am very familiar with the daily operations of CMS as well as the coming and going of people on and off the water. I believe there is a seamless blend between the town's property and the CMS infrastructure. Since my office is onsite, some of my observations are:

- Offsite parking – Parking is an issue downtown and CMS's shuttle is actively in use. I also commonly use the Ship's Chandlery parking lot
- Showers and restrooms are always clean
- Fuel facilities seemingly available year-round that benefit the town's harbor and rescue boats, Jamestown residents and commercial fishing vessels. Offseason travel to Newport would be more difficult
- Service, repair and storage staff and facilities
- The onsite crane seems to service mostly smaller boats, contributing to the affordability for Jamestowners to get onto the water. The crane is also a benefit to the public in need of an emergency haul as well as a heavy lifts of nets/gear for the commercial fishing vessels
- Onsite trash, recycling and hazardous waste management
- Ship's Chandlery has parts inventory for the boats currently cared for
- Dockmaster's office – Actively used as a visitor's center for tourists and sightseers. I am constantly noticing the staff support the hospitality business and often they are the first impression for visitors to this great island

As the Chair of the City of Newport's Waterfront Commission (similar to the Jamestown Harbor Commission) we are tasked with the responsibility to make sure Newport Harbor is a safe, clean, and welcoming port. I see many of these same principals upheld by CMS with their RI Clean Marina's designation and continued push for green infrastructure.

CMS has a long history of being a cooperative partner to the town, providing quality access to the bay for the benefit of all Jamestowners and the public. Please keep this in mind as you consider other RFP's.

If anyone has any questions please do not hesitate to call me - 401-835-0069.

Thank You,



Ryan J. Miller
Yacht Broker / Principal / U.S.C.G. Master Capt.
Latitude Yacht Brokerage, LLC

August 26, 2015

Town Council
Town of Jamestown
Jamestown, Rhode Island

THIS IS A LETTER OF CONFIDENCE IN WILLIAM MUNGER AND HIS CONANICUT MARINE'S CONTINUED LEASE OF THE TOWN OWNED WATERFRONT LAND.

In my personal and professional experience, Conanicut Marine is an exemplary marina operation in both our state and nationwide. The RI DEM and CRMC recognize Conanicut Marina as among their first official Clean Marina Award recipients in Rhode Island. Even earlier, the US Environmental Protection Agency recognized Conanicut Marina as one of 25 outstanding marinas in the nation using best management practices described in an EPA publication Clean Marinas—Clear Value: Environmental and Business Success Stories (August 1996). Conanicut Marine was an early participant in the National Clean Marina Program. That marina and boatyard operation has been visited by many marina managers from across the nation and abroad as part of professional training programs that I and others have conducted since the 1980s as an example of management and operational innovation and excellence.

In addition, Bill Munger continues as a leading professional who is active within his industry in the Rhode Island Marine Trades Association, American Boat Builders & Repairers Association, International Marina Institute, and Association of Marine Industries. He has served as an officer, including President, of many of those organizations.

Munger was also one of the very first to qualify for and receive Certified Marina Manager international recognition by the International Marina Institute during the first year of that program; no small personal and professional achievement.

The national marina trade publication, Marina Dock Age Magazine, has featured Munger's marina operations in several articles illustrating best practices for the industry to adopt. The most recent article was about the use of solar panels to produce electric power that more than equals all power used by the combined marina and boatyard operations on sunny days, feeding surplus electricity into the grid.

Leadership is not just talk, but demonstrable action. Bill Munger is a true leader that is a great credit to Jamestown, our State, Nation, and indeed the global marina industry.

To this I can attest with my professional involvement with the marina industry and with Munger over the same decades Bill has operated his marina in Jamestown, through my educational and research work at: URI Sea Grant Marine Advisory Service, founding President International Marina Institute, Certified Marina Manager creator, National Clean Marina Program director, officer of Rhode Island Marine Trades Association, co-author of US EPA's national best environmental practices guidelines, international professional marina industry trainer, and correspondent writer for 4 different marina industry trade publications.

I urge renewing the Conanicut Marina lease of the waterfront land they have used so well.



Neil W. Ross

Gallagher Environmental Consulting Group

Corporate Environmental, Health and Safety Strategies

August 25, 2015

Kristine S. Trocki, Esq.
Town Council President
Jamestown Town Council
93 Narragansett Avenue
Jamestown, RI 02835

Re: Conanicut Marine Services, Inc. ("CMS,Inc.") / Town Lease Renewal

Dear Jamestown Town Council Members:

It's a pleasure to provide a professional reference for CMS, Inc. The store, marina and Taylor Point boatyard facility are maintained impeccably. Personally, I enjoy the marina and boatyard services as well as the ferry and the store.

In addition, the CMS, Inc. facilities have been recognized by the Rhode Island Department of Environmental Management ("RIDEM"); Rhode Island Coastal Resources Management Council ("CRMC"); Rhode Island Marine Trade ("RIMTA") and Save the Bay as one of the four marinas in Rhode Island and the only marina in Jamestown as a "Clean Marina". The Clean Marina designation is only awarded to the marinas and boat yards with exceptional environmental, health and safety compliance and practices. There is a long process including on-site audits of facilities and regulatory recordkeeping prior to awarding the Clean Marina status. CMS, Inc. was recognized as a model Clean Marina with a formal ceremony at the Taylor Point facility. The Governor of Rhode Island; the Director of RIDEM; and the leaders of each organization listed above were amongst the many whom attended and participated in the event.

The staff are well trained, professional and friendly. Jamestown residents are well represented within the entire CMS, Inc. staff. CMS, Inc. maintenance and upkeep of docks, structures, electrical, vessels, vehicles, cranes, and facilities is second to none.

Something that I have noticed over the years is that Bill and May Munger give back to the community more than just about anyone in Jamestown. They hire local consultants for various business functions. They provide support to many businesses on the Island in the form of purchases, donations, in-kind donations, etc. When businesses struggle in Jamestown, CMS, Inc. is often there to try and help. Bill and May Munger are very generous to the Town in many ways and it should never go un-noticed. The Mungers are reliable, consistent, ethical, fair and honorable people.

August 25, 2015

Conanicut Marine Services, Inc. ("CMS,Inc.") / Town Lease Renewal

Page 2 of 2

When you think of the town Christmas trees and decorations along Narragansett Avenue and in Shoreby Hills you have to recognize that much of the labor and equipment comes as a donation from CMS, Inc. This is just one of many examples people can point to when describing the impact the Mungers have on Jamestown.

Another business perhaps could operate cheaply and eventually let the waterfront look run-down and hire all outsiders and let the environment and safety take a back seat to profits. We can't claim to be an environmentally conscious community without businesses like CMS, Inc.

The ferry service is well run and brings thousands of people from all over the globe to and from Jamestown daily during the season. Jamestown businesses downtown benefit from the visitors either awaiting a ferry or visiting by ferry from Newport.

I personally think of CMS, Inc. as one of the best run Rhode Island businesses and a business that truly cares for the well-being of Jamestown. It doesn't make sense to me that Jamestown would consider interruption of a successful overall operation by segmenting the responsibilities and potentially losing the cohesiveness of a one entity operation. Keeping the full waterfront responsibility under one business with a proven track record makes sense. As they say, "If it ain't broke don't fix it".

I ask the Council to consider the dedication of the Mungers to Jamestown and the way they have assisted the town in providing a beautiful environmentally compliant waterfront experience for all locals and visitors year round for decades.

If you have any questions, please call me on my cell phone at 401.339.9742.

Sincerely,



Robert J. Gallagher
President

John K. Fulweiler, Esq.
Fulweiler llc
W. B. Franklin Bakery Building
40 Mary Street
Newport, RI 02840

August 26, 2015

Town of Jamestown
93 Narragansett Avenue
Jamestown, RI 02835

Re. Conanicut Marina Lease

Dear Madam/Messrs.,

I write in enthusiastic support of Conanicut Marina continuing as a lessee of the Town of Jamestown, RI owned portion of the East Ferry property based on my personal knowledge and professional background.

As a former partner in a Manhattan maritime practice and now at the helm of my own firm, I am a maritime lawyer representing individuals and marine businesses throughout the East and Gulf Coasts. This career allows me to interact with the personnel and visit the facilities of numerous shipyards and marinas.

It almost hurts to start counting how long I have been familiar with Conanicut Marina and the Munger family. Having worked at the marina as a dock attendant in the 1980's and then progressed to launch driver, the friendships I formed during that period continue to this day. Indeed, in recent years I chose Conanicut Marina to care for my boat and Bill Munger has called upon me, at least once, to assist in unraveling a maritime legal issue.

Against this seascape, I am well qualified to comment on why Conanicut Marina should continue as a lessee. First, Conanicut Marina operates a top-rate facility at a level rivaling the very highest-end yards on the East Coast. Its operations, staffing and facilities far exceed what is customary in the marine industry. Second, although not a resident of the Island, I am a frequent and steady patron of the Island and its businesses and through that lens consider Conanicut Marina to run a facility attune to balancing the interests of the community. It is a marine business that blends its commercial activities neatly and efficiently into the background of a charming town. (Many a coastal community yearns for such an anchor business!)

I could go on, but I am on vacation and the water calls and a toothy child is jumping up and down at my knee. Please understand, however that my support for Conanicut Marina is not lightly given and comes with my highest recommendation.

Thank you and, of course, please contact me should you seek further, different and/or other information. (I regret this correspondence is not our letterhead, but I can arrange the same upon my return if requested.)

Very truly yours,

/s/ John K. Fulweiler

John K. Fulweiler



August 25, 2015

Jamestown Town Council
93 Narragansett Ave.
Jamestown, RI 02835

RE: Conanicut Marine Services Reference

To Whom It May Concern,

Conanicut Marine Services has had an extensive relationship with BankNewport for 40 years. The bank has worked side by side with the Mungers over these many years as they have grown their family business to what it is today. The business is one of the more important economic generators in the Jamestown community and provides valuable, quality services to many Jamestown residents, all while making the local community a better place for all. I have personally known the Munger family for over 10 years. Bill and May are quality business owners and have always conducted their business dealings professionally and courteously. Their operation of Conanicut Marine Services is a prime example of how a marina should be operated. It is a role model for other Rhode Island marinas and boatyards.

Conanicut Marine Services has expanded over the years into marine services and repair, water taxi and ferry operations, boat storage and hauling and has been a leader in environmental matters including renewable energy alternatives and programs. Through it all, the Mungers continue to avoid the missteps that can hamper ever-expanding and growing businesses, more than likely due to their careful planning and organizational skills. I have worked with many business owners over the course of my 20+ year banking career and the Mungers are one of the highest quality business owners (and people) I have met during this time. I would highly recommend them for consideration by the Jamestown Town Council as the Town Pier Lease comes up for renewal.

Please feel free to contact me for any additional information you may want to consider. I can be reached by direct line at 845-8726.

Sincerely Yours,

Leland R. Merrill, Jr.
Executive Vice President
Chief Lending Officer
BankNewport

O'REILLY AND SKUNCIK, LTD.

Certified Public Accountants

Partners

Jeanne H. O'Reilly, CPA
Robin Skuncik Jones, CPA

39 Long Wharf Mall
Newport, Rhode Island 02840

telephone 401.846.7267
fax 401.849.7166

August 25, 2015

Jamestown Town Council
93 Narragansett Avenue
Jamestown, RI 02835


Dear Council Members,

I am writing this letter of reference in support of Conanicut Marine Services. Our firm has been the accountants for Conanicut Marine Services for many years. In the years I've known the Mungers, I've been impressed by their professionalism, work ethic and respect for the community and environment. Through hardwork and excellent management of Conanicut Marine Services, the Mungers have gained respect in the marine community statewide.

Their facilities in Jamestown are very well managed and maintained and are an asset to the town because of the variety and quality of services they provide at their various locations in Jamestown. Their focus though isn't solely on maintaining facilities though, they are also continuously looking forward and planning improvements.

Conanicut Marine Services is run by the Mungers with the experience, skill, vision and hardwork that has made it a success.

Sincerely,



Robin Skuncik Jones, CPA



STARKWEATHER & SHEPLEY
INSURANCE BROKERAGE, INC.

...an Assurex Global Partner

August 20, 2015

Christina Collins
Finance Director
Town of Jamestown
93 Narragansett Avenue
Jamestown, RI 02835

RE: East Ferry Marina RFP

Dear Christina,

Please accept this letter as my personal endorsement and recommendation for Conanicut Marine Services, Inc. of Jamestown regarding the RFP for the East Ferry Marina.

Christina, I have had the distinct pleasure to work alongside CMS, Bill and May Munger, for over 25 years. Their professionalism, commitment to safety, national recognitions in the Marine Industry, and their consistent community focus & desire "to do the right thing" clearly positions Conanicut Marine Services, in my opinion, as a proven, qualified, valued partner for both the Town and our RI Boating community.

We currently insure in excess of 400 marine accounts nationally from Alabama to Maine. I can think of very few operators that meet or exceed the attention to detail, commitment to the Marine Industry, and the safe boating experience.

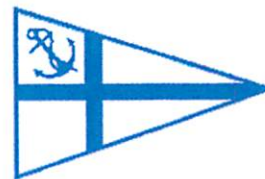
I trust this letter to be of value, perspective, and assistance. Should you have any questions or wish to discuss, please call.

Respectfully,



Lawrence E. Keefe
Executive Vice President

Jamestown Yacht Club
PO Box 562, Jamestown, RI 02835
Tel 401.782.7271
Crienzo498@gmail.com
www.jyc.org



AUGUST 26, 2015

Jamestown Town Council

93 Narragansett Avenue, Jamestown, RI 02835

Dear Jamestown Town Council Members,

I am writing this letter of reference in favor of Mr. William Munger, and Conanicut Marine Services, with whom the Jamestown Yacht Club has been conducting business over the past 36 years.

Conanicut Marine Services is a very professional organization who has worked well with our volunteer organization to ensure our race marks are set and maintained, and our dock box (JYC's "club house") is hauled, maintained and re-installed each season. Additionally, their team is always helpful and courteous at the dock. The team at the Ferry Landing location has worked with the race committee at our weekly Tuesday night race time, providing weather radar views as well as radio support when we need to cancel a race to ensure boater safety. They have very helpfully set their launch services to coincide with the start of JYC racing season so that we can maintain our community fleet sailing. Their services remain reasonably priced, professional and on time.

Additionally, Conanicut Marine Services is a good neighbor and very supportive of Jamestown Yacht Club's various events. At short notice, they have provided a small launch for race committee when we have had a breakdown of the regular committee boat. In years past, they allowed us to set up our bulletin board at the dock. And over the years, they have allowed us to have our dock box, which contains our race committee gear, on the fuel dock. As we are a yacht club without a club house, this is an important asset to us. JYC has even held social events on the CMS docks with their support. This community support has been a no cost to JYC, causing no impact to our annual dues while supporting the Club's overall needs and goals.

The Jamestown Yacht Club and its members have benefited greatly from Conanicut Marine Services operations at the East Ferry marina. We hope that the Town continues the relationship with CMS which will allow this continued support and benefit to the town community including JYC members.

If you need further information, please feel free to contact me at the phone or email address above.

Warm regards,


Cheryl Rienzo

JYC FLEET CAPTAIN/RACE COMMITTEE CHAIRPERSON



The marina industry association created by the merger of **MOAA** and **IM** International Marina Institute
The voice of the marina industry.

August 25, 2015

Jamestown Town Council
93 Narragansett Ave
Jamestown, RI 02835

Dear Councilors,

This letter is written on behalf of Bill Munger and Conanicut Marine Services.

I represent the Association of Marina Industries (AMI), which is the largest marina association in the world. AMI represents the industry's leading marinas, both large and small, that have made a commitment to excellence. In Bill's time as a member and director of the Association, he has always been clear and patient, led by example, and is a pillar of trustworthiness.

Bill is considered by his peers as a competent businessman and early adopter. He has led the industry on several major initiatives that, when he first became involved, were fledging projects. Two notable ones. The first is Bill's marina manager certification (CMM), which he received from the International Marina Institute, the only globally recognized certification body for the marina industry. He was the 12th marina manager in the world to meet the rigorous standards in 24 different areas of competency. Today there are over 300 CMMs from all corners of the world who are recognized as the best of the best in the industry.

The second is Conanicut's early adoption of the Clean Marina program. Bill not only led the State in his use of Clean Marina practices, but much of the nation. In fact, he helped create, re-focus and evolve many of the practices that are standards today. He did this, I believe, not only because of the value he placed on the marine environment but because he knew it was good business. A clean and efficiently run facility keeps and attracts customers, keeps employees happy and safe and makes good business sense.

There is one additional example where Conanicut is leading by example I would like to share with you. As you know, Conanicut is spatially organized differently than most marinas. Prime waterfront property is not used to store boats or repair them, instead is it used for its best purpose – creating access and related commerce. This is unusual in the marina world and some, myself included, see it as a model for future marina and boatyard development. The upland infrastructure that Conanicut owns and manages provides critical services to the marina, including boat storage, repair and refit services and, critically, parking. This balance between public and private lands has created a successful and vibrant marine gateway for the Town.

I have worked professionally with Bill and his team for several decades and can affirm that he is a responsible, honest and kind businessman who cares about his community. I encourage you to take these important attributes into account as you consider Conanicut's application.

Sincerely,

A handwritten signature in blue ink that reads "Mark Amaral".

Mark Amaral
Executive Team

50 Water Street, Warren, RI 02885
Toll Free 866.367.6622 • Fax: 401.247.0074 • www.marinaassociation.org



AMERICAN BOAT BUILDERS & REPAIRERS ASSOCIATION, INC.

Dedicated to the Marine Service and Repair Industry

Jamestown Town Council
Jamestown RI

August 27, 2015

Dear Council Members,

I am writing this letter in support of Bill and May Munger's proposal to renew their lease for the Town owned portion of the East Ferry marina.

As the Executive Director of the American Boat Builders and Repairers Association (ABBRA) and a faculty member of the International Marina Institute, I recognize the dedication and hard work that has been required to build the Conanicut Marine Services business. In the process of building their business, the Mungers have not only added value to their community, they created a boating lifestyle that defines the Jamestown Waterfront and enhances the quality of life for its Citizens. Among many of the valuable services the Mungers provide the community is the seasonal passenger ferry service connecting Jamestown Village with various points around Newport Harbor.

Over the years the Mungers have received many State and National Awards recognizing their professionalism and integrity as well as their business model. Conanicut Marine Services received ABBRA's Boatyard of the Year award for demonstrating excellence in all facets of business through commitment to customer relations, quality management, and positive vendor and employee relations. They received two environmental awards as a result of their pioneering effort and financial investment in green energy and environmental protection. Conanicut Marine Services developed and implemented environmental best management practices for marina and boatyard environmental management that is a model for marinas and boatyards across the country.

Bill Munger is a respected leader in the recreational marine industry in his home state of Rhode Island and nationally. Bill received the internationally recognized designation of CMM (Certified Marina Manager) from the International Marina Institute in 1992 and most recently received the prestigious Presidents Award from ABBRA, which is given to an individual that makes a significant contribution to improving the state of the Boatyard Industry in the United States.

Most importantly, Bill Munger, and his wife May, have worked tirelessly to create and operate a family business in Jamestown Rhode Island that provides quality services to the boating community of Jamestown and the surrounding area that they rely on. The marina perimeter is a critical part of their business operations.

In their personal and work lives, the Mungers operate with honesty and integrity, and do not hesitate to offer their support to others in the industry. Based on my experience, I must say that the Jamestown Town Council will not find another lessee that will contribute more to the community or shine a more complimentary light on Jamestown than the Mungers.

Very truly yours,

Pamela Lenzion, Executive



RHODE ISLAND MARINE TRADES ASSOCIATION
99 POPPASQUASH ROAD
BRISTOL, RI 02809
(401) 396-9619
WWW.RIMTA.ORG

August 28, 2015

Jamestown Town Council
93 Narragansett Avenue
Jamestown, RI 02835

Dear Councilors,

I am writing on behalf of Bill Munger and Conanicut Marine Services, Inc.

I represent the Rhode Island Marine Trades Association that was founded in 1964. There are currently 270 members in the organization, Conanicut Marine being one of them.

I have known Bill Munger for the past five years and have always found him to be a true professional in the marine industry adhering to the highest standards for the marine industry.

RIMTA, along with the RI Department of Environmental Management, RI Coastal Resources Management Council and Save the Bay, recognized Bill and May Munger and Conanicut Marine Services as being only one of four clean marinas in the state of Rhode Island. The Clean Marina award recognizes Conanicut Marine's outstanding environmental practices in addition to meeting or exceeding many other high-level criteria.

Bill and Conanicut Marine have also been active participants in the annual RIMTA boat show located at the Veteran's Square in Jamestown since 2010.

I support Bill Munger and Conanicut Marine in their endeavor to lease the Town of Jamestown Marina perimeter.

Sincerely,

Wendy Mackie
CEO, RIMTA



Boating Safety.....Built In

613 Third St. Annapolis, MD 21403 410-990-4460

8/25/2015

To: Jamestown Town Council

Please take into consideration this letter of high praise for the Mungers and the business entity they operate, Conanicut Marine Services as you review the matters at hand for a lease renewal. I have known the Mungers for over 20 years both as a customer and a marine professional. During this period one thing has always stood out to me and that is the devoted attention to detail and providing the utmost in quality customer care. In my role as Vice President/Education Director for the American Boat & Yacht Council I am continually visiting marina and marine service facilities around the globe. Conanicut Marine is among the best that I visit. The attention to environmental matters, cleanliness and overall upkeep of equipment and facilities is commendable. The concern for employee training and well-being is beyond commendable.

I short, I just can't imagine a better entity as a lease holder for the properties in question here.

Jamestown, as a waterfront community, should be proud to have this business entity as a lease holder for some of its property.

Best regards,

Ed Sherman, ABYC Vice President

August 24, 2015

Town Council
Town of Jamestown
94 Narragansett Avenue
Jamestown, RI 02835

RE: Letter of Reference: William Munger, Conanicut Marine Services Inc.

Dear Jamestown Council Members:

William Munger has asked that I provide you a letter of reference regarding his request to continue to lease the town owned portion of the East Ferry marina area. Please be aware that I am happy to do so. I am writing this letter based on my memory of our relationship over the last forty three years and some of my memory of the actual facts may be something less than crystal clear. When Bill worked as a boat carpenter for Wharton Shipyard in the early 1970's he did carpenter work on my wooden sloop. I also had this boat on my own private mooring at Brier Beach and although I did not use the professional services of the marina I was certainly aware of the operation of the marina from the outset. I was Town Administrator in Jamestown from January 1975 until September/October 1992 and as Town Administrator, worked with the Town Council, Jamestown Waterfront Authority and Bill Munger in a professional capacity, during those years. Although Bill was an excellent boat carpenter at a very young age, I will base my comments strictly on our professional relationship during the years I was Town Administrator.

In the almost eighteen years of working with the Waterfront Authority and later the Jamestown Harbor Commission I have found Bill Munger and the Conanicut Marine operation to be a professional organization that negotiated in good faith with the Town and could be depended upon to meet their obligations and to accomplish what was agreed upon. Further I believe the development of the marina has followed the highest standards in the marina industry and I believe the end result has been a marina operation in a highly visible part of the community, that we can all take pride in. I believe that Bill and his corporation have participated in the life of the community on many different levels and have done so consistently and reliably over many years. I believe that Bill and his corporation are a significant asset to Jamestown as an employer providing careers for many who grew up in Jamestown. I believe that the marina has had a significant positive "sunshine effect" on the entirety of the remaining business district in Jamestown and that he has created this asset by working hard, taking the risk and making the investments necessary to build this success.

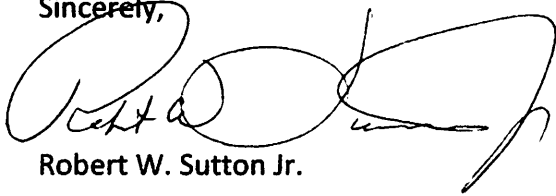
In the mid-1970's the Town Council asked me to complete a report on the business district with recommendations on how to bring back some life to the area. I do not remember much of the report and none of my recommendations but I do remember that as part of this report I borrowed the police department's Polaroid camera (the only town owned camera) and took pictures of the street life of Narragansett Avenue on a mid-July afternoon. I took pictures of

the businesses, the sidewalks and the east ferry waterfront. When I completed the report and submitted it to the Council, a fact became obvious to all of us that I had not intended nor realized when I photographed the area. In all the pictures there were only a few cars parked on the street and not a single individual walking on the sidewalks. Mid July and the place was essentially deserted.

Bill Munger brought the vision and the courage and the work ethic needed to change. There were no other people standing in line behind Bill. He is the one that saw the opportunity and accepted the challenge.

I strongly support renewing the lease with Conanicut Marine Services.

Sincerely,

A handwritten signature in black ink, appearing to read "Robert W. Sutton Jr.", written in a cursive style.

Robert W. Sutton Jr.

Dennis W. Nixon
29 Spanker Street
Jamestown, Rhode Island

Jamestown Town Council

Town Offices

Jamestown, Rhode Island

August 25, 2015

Dear Members of the Town Council:

This letter is a personal and professional reference for Bill Munger, who desires to renew his lease of town property at East Ferry to continue the operation of Conanicut Marine Services. I have known and worked with Bill since approximately 1978, and early on helped him with some of the legal issues involved with his business.

When Bill and May began investing in their business, Jamestown, and particularly our waterfront, was a very different place in need of major improvements. They slowly built a business in a location that was physically not optimal for a marina and persevered despite severe damage suffered in many fall and winter storms. Somehow they always found the will and the means to rebuild, and over time became the highly regarded facility they are today. In my opinion, it was their investment and vision that anchored the successful development of East Ferry as we know it today.

Professionally, Bill is one of the most highly regarded marine business managers in the country. He was one of one of the first Certified Marina Managers recognized by the International Marina Institute, the oldest and largest educational organization for the marina industry. He served as President of the American Boat Builders and Repairers Association, and has received numerous industry awards for his years of service. He is one of the largest employers on the island, and many from his

company help man the engines when our volunteer fire company receives a call.

As a member of the community, Bill has been extremely supportive, volunteering the use of his equipment for holiday events whenever asked to do so. He also served as a very effective member of the Harbor Commission in its early years when I served as Chair.

I recognize that the town must be appropriately compensated for the use of its property at East Ferry, which is a tremendous community asset. But I would ask you to remember that the current value of the property has been significantly enhanced by the investments Bill has made over several decades, running a business that has an excellent reputation in the competitive world of marinas and boatyards. I strongly support his application to continue the lease of the town East Ferry property. His operation is a source of pride in the community, and his past experience should be recognized in any future lease award.

Thanks to all of you for your service to the community.

Sincerely,

A handwritten signature in blue ink that reads "Dennis Nixon". The signature is written in a cursive, flowing style.

Dennis Nixon

August 28, 2015

Jamestown Town Council,

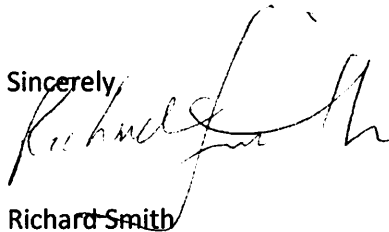
I have been with Conanicut Marina for forty years. During that time the north basin and dock surface has been the life blood of the marina service dept. It allows the marina to provide services to the small boat owner that are not provided elsewhere on the island. It provides an affordable option to families wanting to experience boating.

Walking the docks and looking at the boat filled slips gives you a welcoming feel. It is quaint. It is relaxing. It is not Newport. It is not intimidating.

The north basin, as it is and as it has always been, is Jamestown, "the small town feel but with big dreams".

Please renew the lease with Conanicut Marine Services and keep boating available to the average Jamestownner .

Sincerely,

A handwritten signature in black ink, appearing to read "Richard Smith", written over a printed name.

Richard Smith

1258 North Main Road
Jamestown, RI 02835
423-1432

August 27, 2015

Matthew R. Jamison
7 Ocean Ave.

Dear members of the Jamestown Town Council,

I'm writing in support of the lease renewal of the Town's waterfront property to Conanicut Marina. I'm a Jamestown resident, past CMS employee and small business owner.

My relationship with Conanicut Marine Services and the Munger family dates back over 35 years and in that time I have watched CMS grow to be a vital part of the Jamestown business community. I believe that they are probably the largest private employer of Jamestown residents and have provided summer jobs to literally hundreds of high school and college students over the years. I know first hand that CMS uses and refers local businesses whenever possible.

The Munger family is also committed to the community, Lions Club, Paws and The Chamber of Commerce come to mind. Go to any Jamestown event and you will almost always see a Munger family member.

It is good government practice to provide a fair and open process for the lease of public property, it is also good practice to evaluate the potential for the best public benefit. Conanicut Marine Services certainly has been a good neighbor, good town business and good steward of the Jamestown waterfront real estate. Please keep this in mind as the process moves forward.

Sincerely,

A handwritten signature in blue ink that reads "Matthew R. Jamison". The signature is written in a cursive style with a long, sweeping tail on the final letter.

Matthew R. Jamison

John F. Hall, Jr. & Brigid Rooney Hall
24 Standish Road
Jamestown, Rhode Island 02835

August 26, 2015

Jamestown Town Council
93 Narragansett Avenue
Jamestown, Rhode Island 02835

Dear Members of the Jamestown Town Council:

We are pleased to write this letter of support for Conanicut Marine Services ("CMS") and the renewal of their lease with the Town of Jamestown for the Town owned portion of the East Ferry marina.

We have known Bill and May Munger and their family for many years as friends and colleagues as well as customers of CMS. We own Frank Hall Boat Yard in Westerly, Rhode Island and we have always looked up to Bill, May and CMS as a standard of excellence in our industry. We know that others in our industry, including many members of American Boat Builders and Repairs Association ("ABBRA") have done the same. Bill and May have set a very high standard.

The Munger family and the crew of CMS have operated the East Ferry marina in an extremely professional manner over the years and they have created a wonderful waterfront facility for all to enjoy. Welcoming both Jamestowners and boating guests from all over, East Ferry has become a fantastic destination. As fellow boatyard owners, we consistently recommend CMS as an outstanding cruising destination for our customers. We constantly receive great feedback for the warm welcome that they received as well as the outstanding accommodations, clean facilities, professional crew and excellent access to the Town of Jamestown's merchants and restaurants.

As residents of Jamestown, we are grateful to the Munger family for the fine access to the waterfront that they have created and for their professionalism in operating this facility that has been so beneficial to our community.

We are strong supporters of CMS and it is without hesitation that we highly recommend that the Town of Jamestown renew their lease for the Town of Jamestown's marina perimeter. If you have any questions, or if we can provide additional information, please call us at 401.596.8815.

Kind regards,



John F. Hall



Brigid Rooney Hall

Jamestown Town Council

Town of Jamestown

93 Narragansett Ave.

Jamestown, R.I. 02835

Ref: Town owned portion of the East Ferry marina

Dear Council

We are writing to you to ask that you renew the lease for the town owned portion of the East Ferry marina with Conanicut Marine for several reasons. First, they are a great asset to the town economics as they have been in business for 41 years. Conanicut Marine has brought commerce to Jamestown and helped the economy in Jamestown thrive. We moved to Jamestown in 1974 and most of the buildings on Narragansett Ave. were boarded up. Second, they are intent on pleasing the residents, their customers, and the Town. As a neighbor for 20 years of the Taylor Point Facility, Conanicut Marine has been courteous in asking endless times if we have any complaints. I don't find too many owners that would show that much consideration to their neighbors. Thirdly, their experience, qualifications, and professionalism made their operation first class. They give back to the residents and the town by their many donations and support for organizations and activities.

Sincerely,

A handwritten signature in black ink, appearing to read "Mary and John Brittain". The signature is written in a cursive, somewhat stylized font.

Mary and John Brittain

August 27, 2015

RE: Conanicut Marine RFP

To Whom It May Concern:

I am writing this letter in support of the Conanicut Marine RFP that is coming up for renewal.

It has been our pleasure to have been a customer of Conanicut Marine for over 10 years, since we moved to Jamestown. During that period Conanicut Marine has stored our boats, serviced our boats, and provided the necessary mooring and dock services to make it possible to enjoy this beautiful piece of the world. Our son and his family recently moved their boat here on our recommendation as well. During this time the staff has been uniformly helpful and available, and they always have all the support services necessary.

By having a continuous water front presence, Conanicut Marine is uniquely positioned to provide residents and visitors alike the services and the support necessary for any contingency. With its dock office right on the waterfront, Conanicut Marine personnel are always available for anything from launch service to fuel delivery. In addition they can call for additional resources, either from the store and business office, or from the Taylor Point facility.

We believe that it is in the best interests of the Town, its residents, and its visitors to continue what has been a very workable and efficient use of the water front space, and fully support this RFP which will maintain its integrity.

Respectfully Submitted,

Len & Jill Hubbard
Len and Jill Hubbard

88 Columbia Ave.

Jamestown

401-868-8070

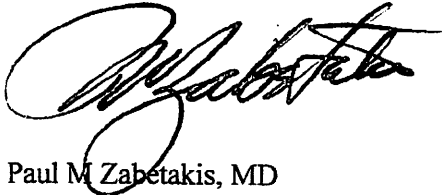
Paul M. Zabetakis, MD
38 Westwind Drive
Jamestown, Rhode Island 02835
401-423-3910

August 25, 2015

Town of Jamestown
East Ferry RFP
Christina Collins, Finance Director

I am writing in support of the bid by CMS to continue operating the Town owned portion of the East Ferry marina. This will enable a seamless blend to the necessary nearby Conanicut owned land support facilities.

I have been a client of CMS for several years and have found that they provide excellent service not only for the boaters at the marina, but also the many visitors to Jamestown that use the ferry as an access to the Newport area. To award this bid to any other entity would disrupt what is a well run operation that benefits the Town of Jamestown.



Paul M Zabetakis, MD
38 Westwind Drive
Jamestown, RI
401-423-3410
paul.zabetakis@gmail.com

8/25/15

Town of Jamestown
East Ferry Marina RFP,
Christina Collins-Finance Director:

We have docked our boats at the Conanicut Marina for many many years, stored our boats at the storage facility at Taylor Point , and enjoyed the convenience of shopping the Ships Store Chandlery for the necessary boating provisions, and will attest that the Mungers run a tight ship! The Conanicut Marine Services under the direction of the Mungers are first class and tops in New England. Their integral services provided at their three owned locations are maintained and managed at a high level, which we have come to expect over the years, and are an essential part of the boating community here in Jamestown. We look forward to their continued success and professionally run, hometown, friendly services !!

Sincerely; Ralph and Elisa Conte
126 Hamilton ave.,
401-440-9300
rconte2@cox.net



Nancy & Tony Lush
17 Bay St
Jamestown, RI 02835

August 27, 2015

Jamestown Town Council
Narragansett Ave
Jamestown, RI, 02835

This letter is to recommend that the lease be renewed for Bill Munger and Conanicut Marine Services.

We have been using services of Conanicut Marina since we moved to Jamestown in 1988. They have always provided excellent service and the staff has been professional and friendly. As boaters we very much appreciate having the marina store available to us year around.

In addition to being CMS customers, both of our businesses serve as a vendor to CMS as well. Nancy providing business automation systems and Tony building and hosting the CMS websites. We have always been impressed with Bill's insightfulness and commitment to be proactive in providing customer service. He continually strives to advance his business systems and seek more efficient approaches to meet objectives. It should be noted that CMS makes a point of buying local services from many other island companies, and that serves to fuel the infrastructure of Jamestown.

Through the years in consulting with Bill on many projects we have gained insight into his business. One cannot help but be impressed by his amazing dedication and investment in 'doing the right thing' at every turn. Particular note should be made of his environmental efforts, that I know come at a great cost, and where they are way above the curve.

We have also been honored to be invited to the CMS annual Christmas party. Anyone that has attended one of these events quickly sees how many local companies he employs, but more importantly his respect and support for his employees and their families. CMS has many long-term, committed employees, which is quickly evident in their comradery and dedication to CMS.

CMS also gives back to the community in many other ways. As the parent advocate to the NK sailing team, there were many instances when CMS provided support and materials for fundraisers. For national youth regattas in Newport, when local families offered to host competitors, CMS was there to provide free ferry transport to and from the regattas. Many of you have observed CMS involvement in both the town Christmas tree and the Christmas pageant. So many times they are asked to contribute and pitch in, and they are always there.

As I reflect back over our 27 years here, I recall the many investments CMS has made in the dockage and Pier areas: This is the center of Jamestown where so many congregate and appreciate what Jamestown has to offer. I know that I cannot begin to appreciate all that they do, and I have been actively observing

for years. I cannot imagine any 3rd party that could do better, or even has the understanding of the scope of what needs to be done.

CMS is a small business. Even so, they are one of the largest (if not the largest) business in Jamestown with the most employees. Naturally everyone loves to criticize the 'big company' or the 'boss'. Having run many businesses in my life, I know only too well that I have had to make some decisions that may not have been the most popular to everyone. Nevertheless, decisions need to be made that are both ethical and in the best interest of the company, employees, etc. From my experience with Bill Munger, there is not anyone that has earned more respect. Bill and his company are a class act. I would implore that the Jamestown Town Council allow CMS to continue to run their business in their current facilities.

CMS has been running their company in the heart of Jamestown for 40 years. During that time they have continually invested back into these facilities. If this lease is not renewed it would effectively put them out of business. I can't comprehend that a council could possibly consider such an action towards an existing business that contributes so much back to the town. One can only imagine what new issues could arise. As it is all the 'kinks' have been worked out over the years; a new company would need to start from scratch. Making this change would not only affect CMS, but also the infrastructure of the town and many related businesses.

We recommend renewing the CMS lease. It is the right decision.

Sincerely,

Nancy and Tony Lush

August 2015

To: Members of the Jamestown Town Council

From: Fred Bartlett & Joyce Hooley Bartlett

Re: RFP East Ferry/Conanicut Marine

Dear Town Council Members,

As Jamestown residents, Conanicut Marine customers and longtime seasonal employees of Conanicut Marine Services, it is our pleasure to submit this letter of support for Conanicut Marine's continuing presence at East Ferry.

As you are aware, the entire waterfront area at East Ferry is the gateway to Jamestown for many thousands each year. While this is especially true during the summer months, the entire dock area is supported year round for the benefit of residents and visitors alike. It IS the face of Jamestown for a tremendous number of people and a source of pride for all employees associated with Conanicut Marine who staff this area each day.

Our first hand experiences at East Ferry as front line employees allow us a unique vantage point to help you understand how critical it is for CMS to remain as the town's choice for this continuing relationship. Here are just a few items we've observed and experienced over many years:

PROFESSIONALISM: Bill Munger and his staff take great pride in the presentation of this entire area on behalf of both the Town of Jamestown and Conanicut Marine. It is a TOP priority each and every day. No detail is left unattended, no detail is too small. The effort to make sure this area is clean, attentive to visitors and totally supervised with knowledgeable and helpful staff is without limits. This includes long hours of security after closing, relations with our local police to insure that they are informed and have a presence and, above all, safety considerations of every conceivable measure which are put forth for the public good. Simply put, while there may be organizations who could do an equal job.....nobody does it better!

LOCAL BUSINESS COLLABORATION/PUBLIC ACCESS: East Ferry including the North Basin is an intricate web of interdependent businesses operating on behalf of their individual clients/guests. Bill Munger and Conanicut Marine have consistently sought to provide the very best possible experience for those guests as they move from different marina locations in both Basins and do business with East Ferry vendors. A single, consistent, overall policy of openness

to the public will continue to play a vital role in helping to insure that relations and services are seamless and mutually beneficial for the entire area.

THEY KNOW WHAT THEY'RE DOING! Conanicut Marine has many years of proven performance as they've managed both the North Basin and South Basin locations.

Hurricane or large storm arriving? Council members would benefit from reading the large document which is the "bible" for protocols employed to provide protection for these dock areas. This is built in protection for not only CMS resources, but the town's valuable assets as well. It has taken countless man hours and years of experience to develop real knowledge of how the area reacts to this type of weather event.

In closing, we would once again urge the Town to maintain the consistent quality management of its resources through Conanicut Marine Services. It is hard to imagine separating these areas into two distinct owner/operator organizations trying to manage essentially one connected overlapping area. We feel this invites challenges for which, ultimately, the Town would have to answer.

We appreciate your careful attention to this important issue.

Sincerely,

Fred Bartlett & Joyce Hooley Bartlett


31 Columbia Avenue



Jamestown, R.I. 02835

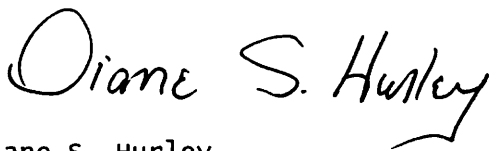
Untitled

Town of Jamestown
East Ferry Marina RFP
Christina Collins - Finance Director

Dear Ms Collins:

I am writing to to support Conanicut Marina's desire to operate the Town of Jamestown' marina perimeter which connects to the Conanicut marinas owned land support facilities.

I have been a customer of Conanicut Marina since 2003. They run and maintain an excellent marina. I am writing to support their desire to operate the marina perimter which is adjacent to their property. They maintain an excellent marina. Please look at this as my support of their request.

A handwritten signature in black ink that reads "Diane S. Hurley". The signature is written in a cursive style with a prominent loop at the end of the last name.

Diane S. Hurley
827 East Shore Road
Jamestown, RI 02835
401-423-9157
opusofern@email.com

- i. **PRIOR TOWN BID COMPLETION AT FERRY WHARF** – CMS was awarded the 2013 Town Pier Repair Project (Hurricane Sandy Repair) which was completed on time and on budget. Michael Gray was the Town liaison for this project.

- j. **ASSISTANCE WITH TOWN SNOW REMOVAL**– CMS has, on previous occasions, provided services to the Town with major snow removal. Michael Gray can attest to our providing snow removal in the Village area using the CMS backhoe and CMS Operator during the 2014/2015 winter season.

- k. **RI DEM AUTHORIZATION AS A CERTIFICATION AGENT IN THE RI NO-DISHCHARGE COMPLIANCE PROGRAM** – see attached authorization



AUTHORIZATION

CERTIFICATION AGENT

RI No-Discharge Compliance Program

In accordance with the provisions of RIGL §46-12-39.1, Conanicut Marine Services, Inc.,
[Name of Business]

managed and/or operated by William S. Munger,
[General Manager]

having met the applicable statutory and administrative standards, is hereby authorized to serve as a *Certification Agent* under the RI No-Discharge Compliance Program. This authorization enables the *Certification Agent* to utilize *Trained Inspectors* to conduct inspections of vessels subject to the requirements of RIGL §46-12-39.1; to issue No Discharge Certificate Decals to vessels that are found to be in compliance with RI's no-discharge law (RIGL §46-12-39); and to collect and retain a fee for each inspection (\$25 per installed marine toilet) and decal (\$10), not to exceed \$35 per vessel (plus up to \$25 per toilet for vessels with more than one permanently installed marine toilet). *Trained Inspectors* must possess an Inspector Certificate issued by the RI Department of Environmental Management. *Trained Inspectors* may delegate inspection duties to subordinates working under their direct supervision. All inspections must be conducted in accordance with this authorization, all applicable state and federal statutes, and the Inspection Checklist and Inspection Protocol forms produced and provided by the RI Department of Environmental Management. Each *Certification Agent* will be responsible for the services provided, on their behalf, by *Trained Inspectors* or subordinates thereof. The Department reserves the right to suspend or revoke this authorization in response to any failure by any *Trained Inspector*, or subordinates thereof, to properly conduct inspections as set forth above, including but not limited to the collection of fees in excess of those authorized by state law.

This authorization becomes valid when signed and dated below by the General Manager of the business to which this authorization applies.

W. Michael Sullivan, Director, RIDEM

General Manager

August 22, 2006
Date

10 Jan 07
Date

- I. **STATE OF RI CONTRACTOR LICENSE** – William Munger holds RI Contractor License Registration #36635 with an expiration date of 3/1/17. (See attached copy of license).



STATE OF RHODE ISLAND

CONTRACTORS' REGISTRATION
AND LICENSING BOARD

REGISTRATION NO.

EXP. DATE

REGISTRANT'S NAME

36635 03/1/17

CONNECTICUT MARINE SERVICES, INC

AUTHORIZED REPRESENTATIVE

WILLIAM S HUNGER

DRIVER'S LICENSE #

RI 6426553

EXECUTIVE DIRECTOR

Greg A. Huber