

Exhibits

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Conceptual Schedule Subject to Market and Operational Requirements	Depart Tampa	Depart St. Petersburg
Weekend Schedule		
Friday		
	6:30	5:15
	10:15	9:00
		11:30
Saturday		
	3:00	
	6:30	5:15
	10:15	9:00
		11:30
Sunday		
	12:00	
	5:00	3:30
	7:00	6:00
		7:30

	Depart St. Petersburg	Depart Apollo	Depart Tampa
Monday-Thursday Commuter (Times are for Alternative city runs)	7:00	7:15	5:15
M-H Apollo Weeknight	8:45	5:30	
April Sports Month			
	5:30		10:00
Rays Games (Depart TPA or Apollo options, not both for same game)	9:45	5:45	5:30

Revenue Estimation Inputs

Based On Concept Schedule

Service Option	Max One Ways	Max Periods	Period Unit	Max PAX/Trip	Max Ticket Sales	Unit
Weekend	17	23	Weekends	145	56695	One Way
Commuter		14	Weeks	145	2030	Weekly Pass
Apollo Weeknight/Sports Month	8	12	Weeks	145	13920	One Way

Revenue Matrix

Weekend Service	Max Tickets	Pax	Ticket Price	Ticket Price	Max PAX/Trip	Max Ticket Sales	Unit	Net Concession/Pax
% Sales			\$ 5.00	\$ 12.50				\$1.00 \$2.00 \$3.00
25%	56695	14174	\$70,869	\$106,303	145	\$141,738	\$177,172	\$14,174 \$28,348 \$42,521
50%	56695	28348	\$141,738	\$212,606	145	\$283,475	\$354,344	\$28,348 \$56,695 \$85,043
75%	56695	42521.25	\$212,606	\$318,909	145	\$425,213	\$531,516	\$42,521 \$85,043 \$127,564

Commuter

	Max Weekly Pass Sales	Pax	Ticket Price
% Sales			\$30
25%	507.5	\$2,538	\$3,806
50%	1015	\$10,150	\$15,225
75%	1522.5	\$22,838	\$34,256

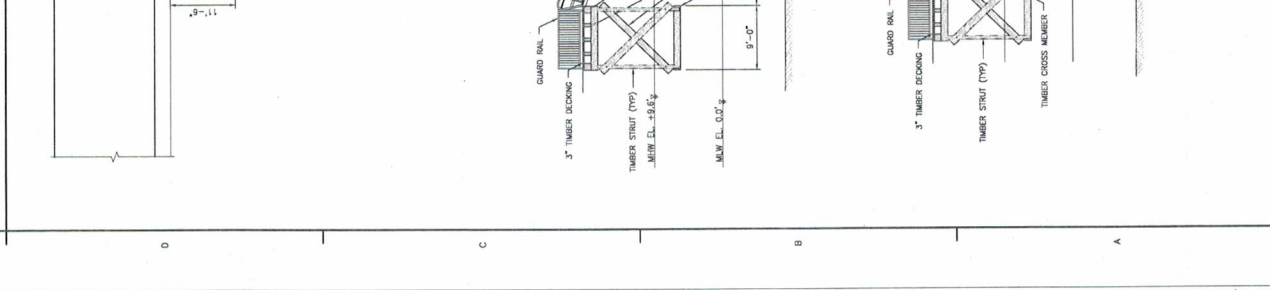
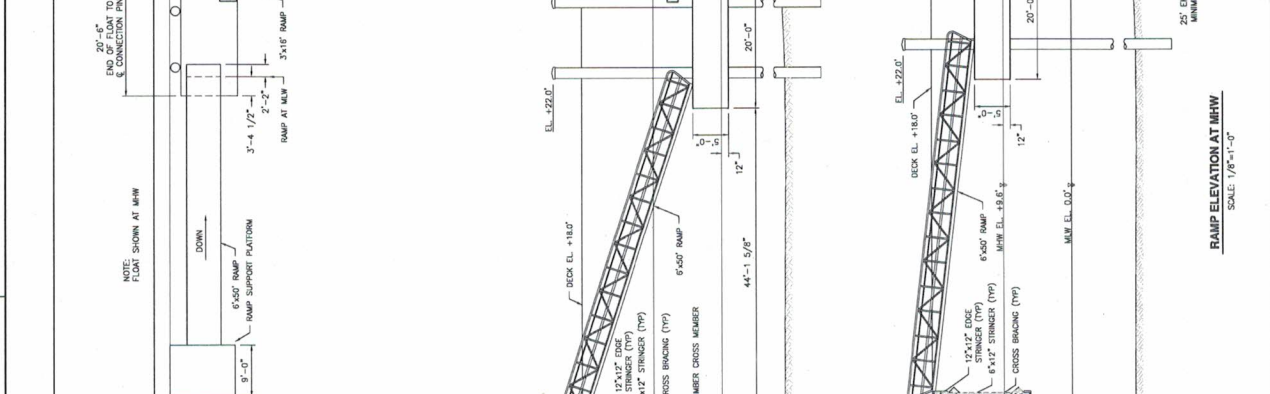
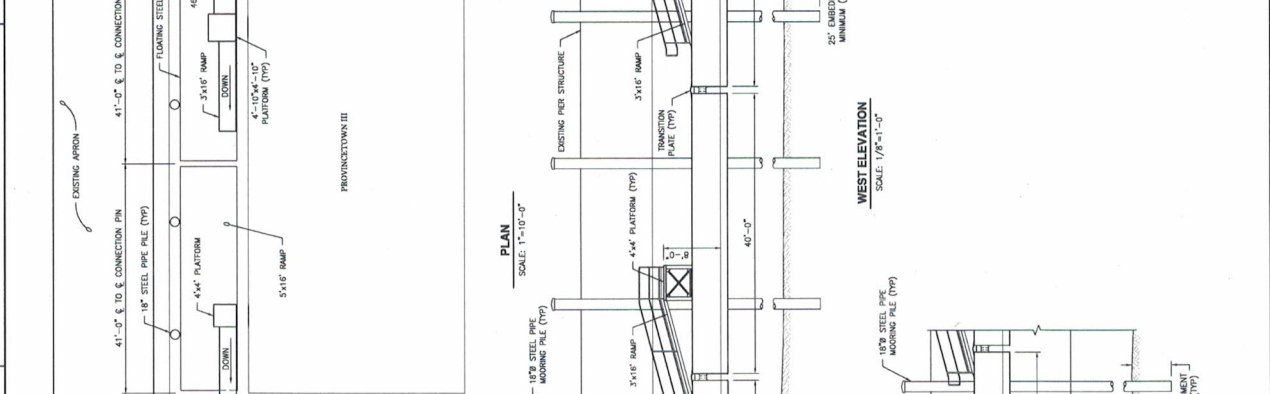
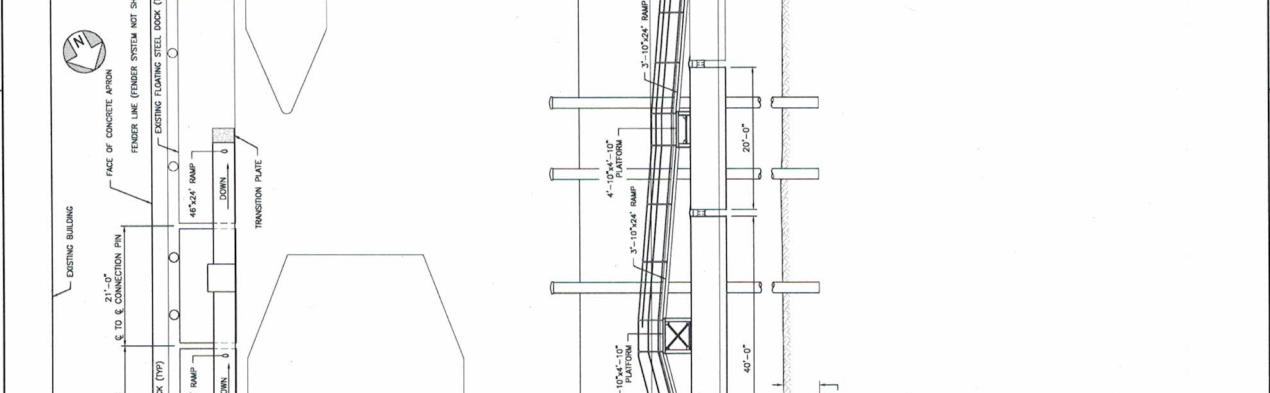
Apollo Beach Weeknights

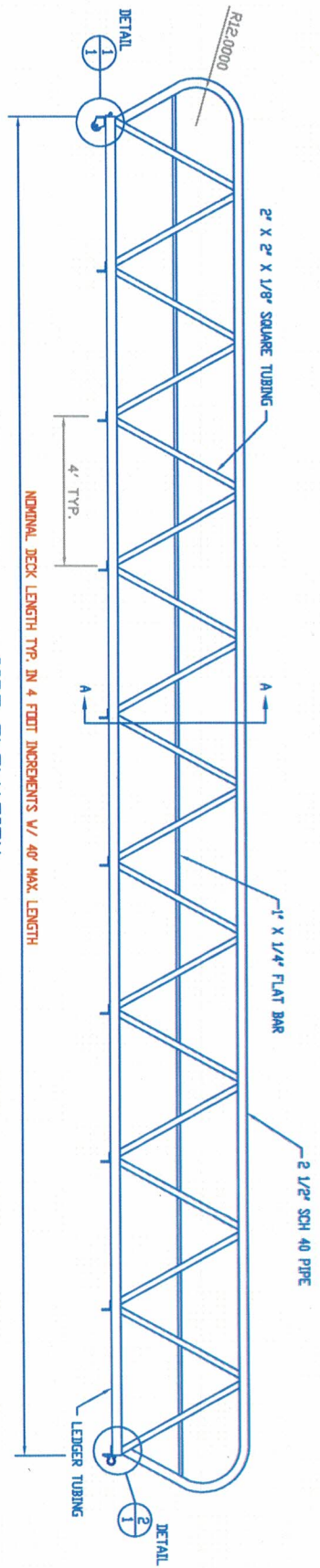
	Max Tickets	Pax	Ticket Price	Ticket Price	Max PAX/Trip	Max Ticket Sales	Unit	Net Concession/Pax
% Sales			\$ 5.00	\$ 12.50				\$1.00 \$2.00 \$3.00
25%	13920	3480	\$17,400	\$26,100	145	\$34,800	\$43,500	\$3,480 \$6,960 \$10,440
50%	13920	6960	\$34,800	\$52,200	145	\$69,600	\$87,000	\$6,960 \$13,920 \$20,880
75%	13920	10440	\$52,200	\$78,300	145	\$104,400	\$130,500	\$10,440 \$20,880 \$31,320

Potential Miscellaneous Revenue Generators

Generators	Number	Pax	Ticket/Pax	Revenue
Special Occasions (New Years Eve/Garparilla)	2	100	\$100	\$ 20,000
Excursions	10	100	\$25	\$ 25,000
Sponsorships				\$ 100,000
Total				\$ 145,000

CHILD'S ENGINEERING CORPORATION 8001 233 WESTON, WILMINGTON, MASSACHUSETTS 01890 U.S.A. Phone: (508) 356-8848 Fax: (508) 356-8751 E-mail: me@childse.com		Title: _____ Date: _____ Rev: _____
PROJECT NO. 13508-01 DATE: 02/26/09 DESIGNED BY: _____ CHECKED BY: _____ APPROVED BY: _____		PROPOSED FLOATING DOCK BAY STATE CRUISE CO. BRISTOL, MA ELEVATION AND DETAILS W-01





SIDE ELEVATION

HINGE PIN N.T.S.

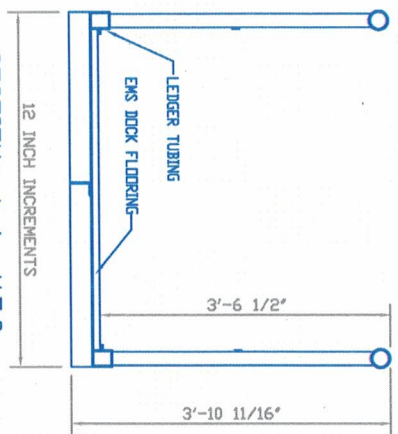
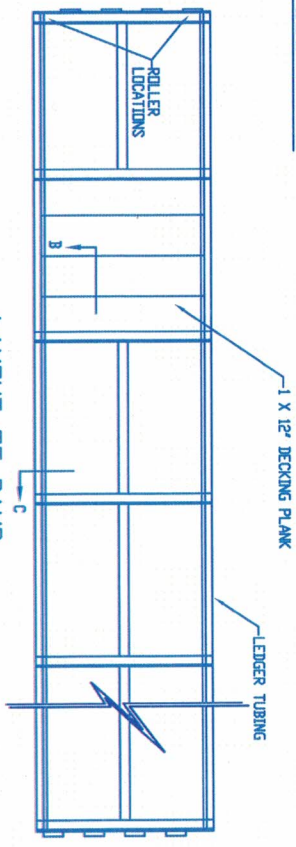


HINGE ANGLE N.T.S.



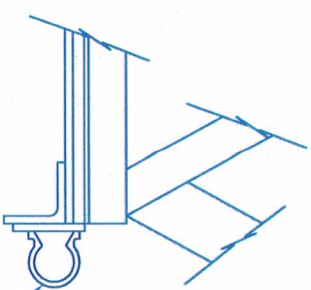
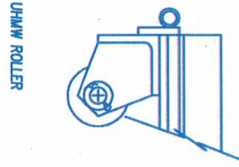
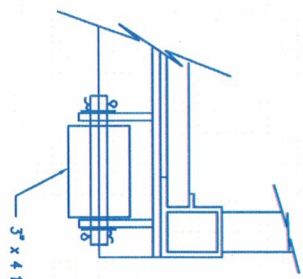
5' X 10' X 3/8' ANGLE WITH NON-SKID RIBS

LAYOUT OF RAMP



SECTION A-A N.T.S.

NOTE: ROLLERS ARE @ 2 LOCATIONS ON RAMP END.



PC. MK.

DESCRIPTION

QTY.

DATE:

JOB NO.:

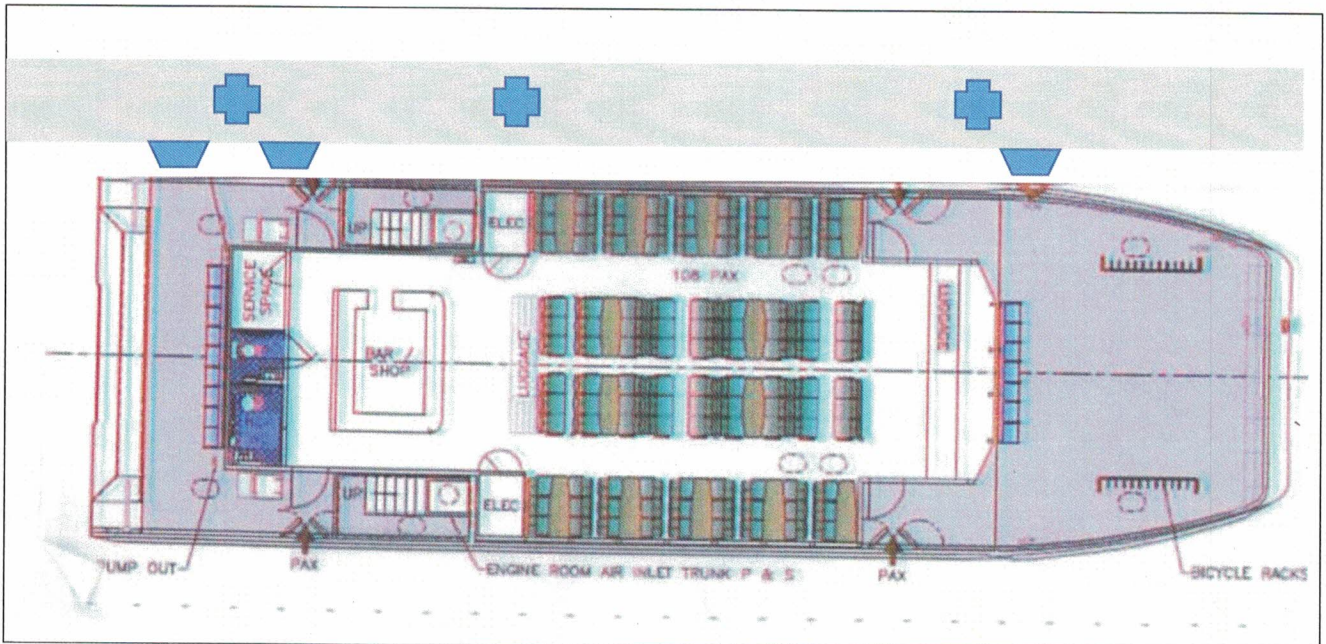


1815 Dennis Street
Jacksonville, FL 32204
TEL: (904) 358-3362
FAX: (904) 352-4818

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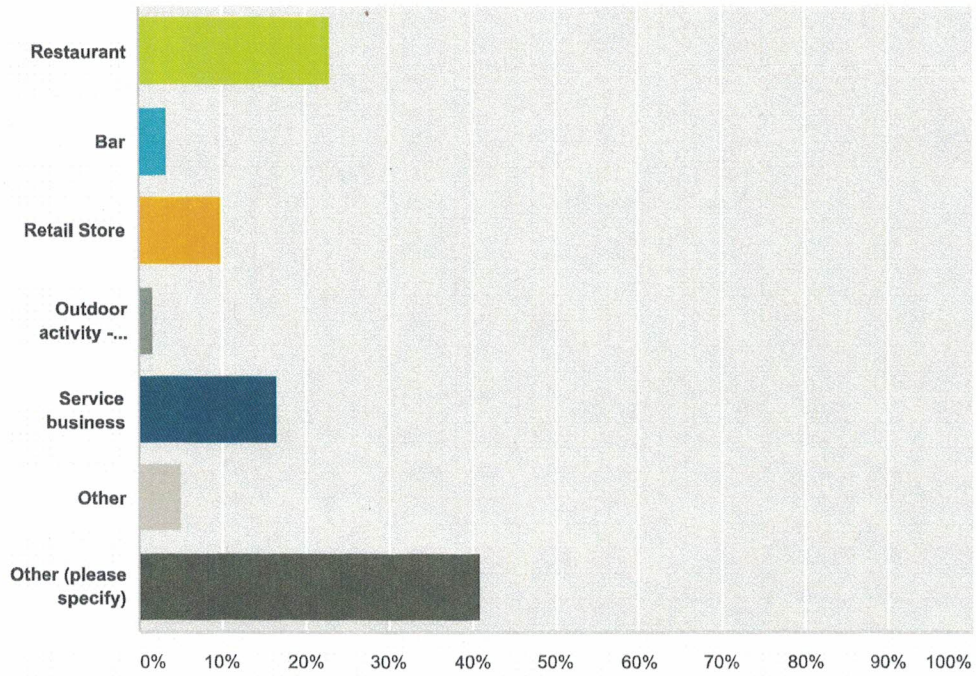
Exhibit – 5.2.2

Ferry Docked at Tampa Bay Convention Center Seawall



Q1 Please identify the nature of your business

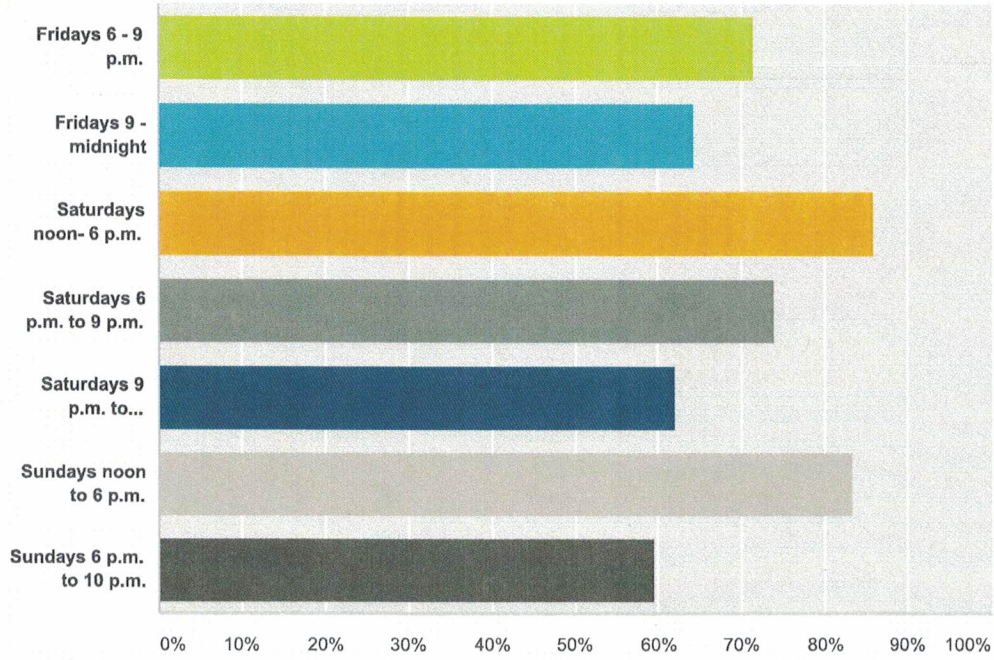
Answered: 61 Skipped: 0



Answer Choices	Responses	
Restaurant	22.95%	14
Bar	3.28%	2
Retail Store	9.84%	6
Outdoor activity - bike, boat, kayak vendor	1.64%	1
Service business	16.39%	10
Other	4.92%	3
Other (please specify)	40.98%	25
Total		61

Q2 Please indicate the hours that your business is open.

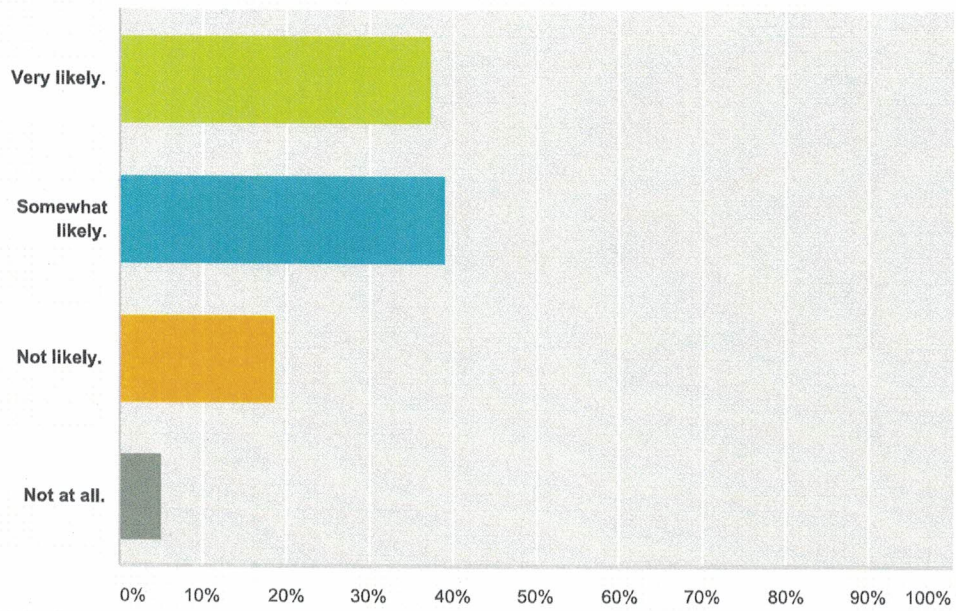
Answered: 42 Skipped: 19



Answer Choices	Responses	Count
Fridays 6 - 9 p.m.	71.43%	30
Fridays 9 - midnight	64.29%	27
Saturdays noon- 6 p.m.	85.71%	36
Saturdays 6 p.m. to 9 p.m.	73.81%	31
Saturdays 9 p.m. to midnight	61.90%	26
Sundays noon to 6 p.m.	83.33%	35
Sundays 6 p.m. to 10 p.m.	59.52%	25
Total Respondents: 42		

Q3 How likely would you be to provide a discount to ferry passengers who patronize your business?

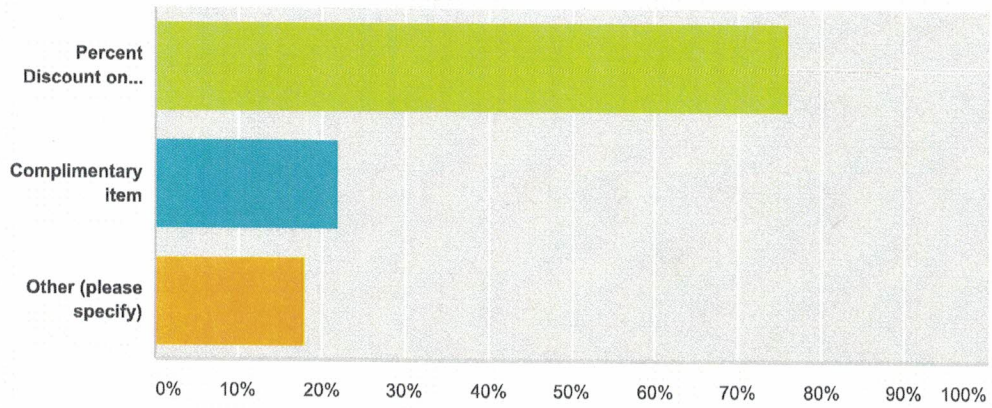
Answered: 59 Skipped: 2



Answer Choices	Responses	
Very likely.	37.29%	22
Somewhat likely.	38.98%	23
Not likely.	18.64%	11
Not at all.	5.08%	3
Total		59

Q4 What type of discount might you provide?

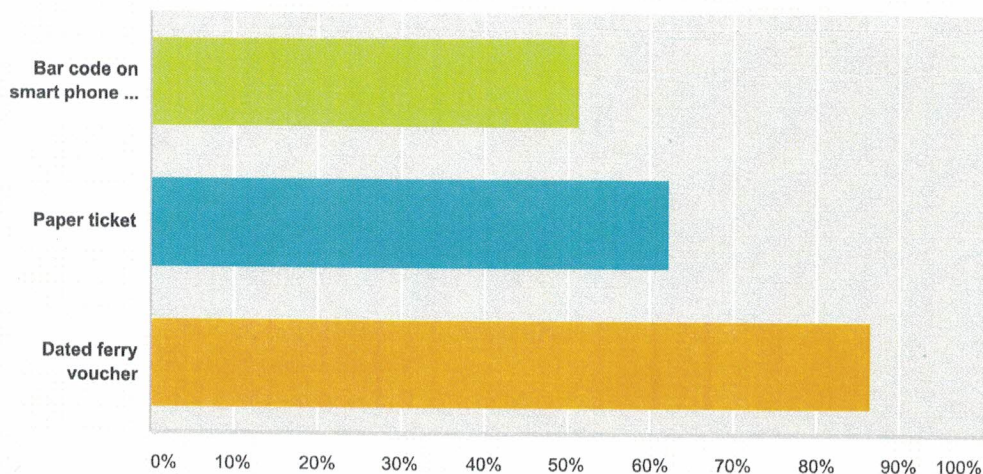
Answered: 50 Skipped: 11



Answer Choices	Responses	
Percent Discount on product	76.00%	38
Complimentary item	22.00%	11
Other (please specify)	18.00%	9
Total Respondents: 50		

Q5 Check the options that you would accept for proof of eligibility for a discount (you can check more than one)?

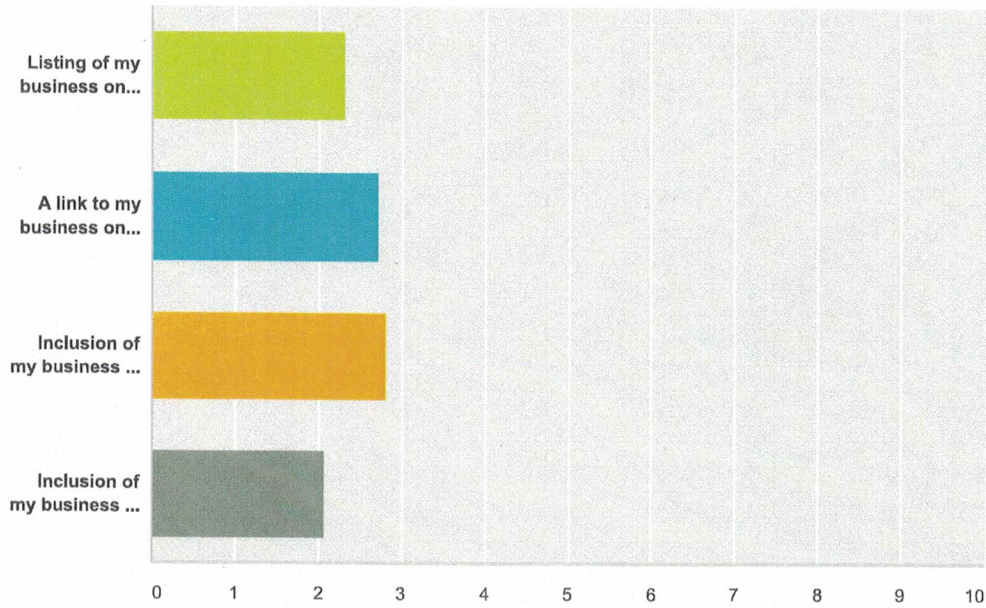
Answered: 37 Skipped: 24



Answer Choices	Responses	
Bar code on smart phone or device	51.35%	19
Paper ticket	62.16%	23
Dated ferry voucher	86.49%	32
Total Respondents: 37		

Q6 Please rate the degree of importance of the following marketing mechanisms to your decision to participate in a co-op marketing program?

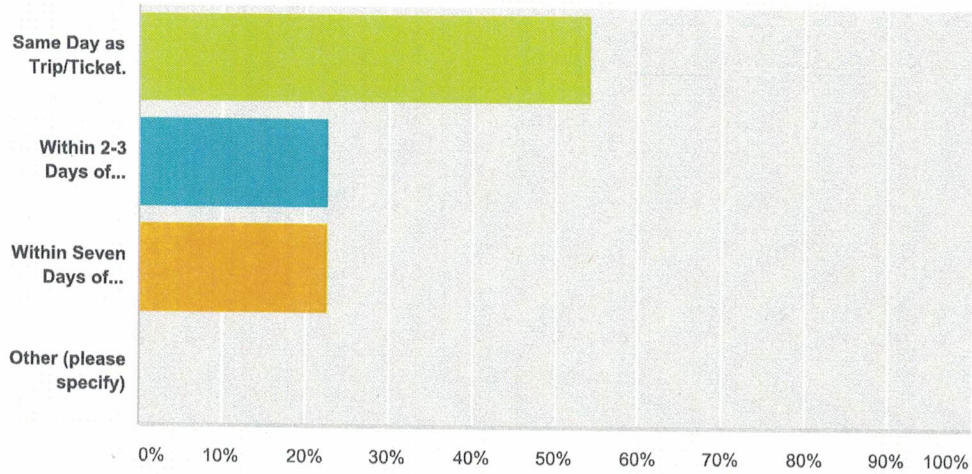
Answered: 35 Skipped: 26



	1	2	3	4	Total	Score
Listing of my business on a ferry webpage as a participating co-op partner of the ferry project	8.00% 2	36.00% 9	36.00% 9	20.00% 5	25	2.32
A link to my business on the ferry webpage as a participating co-op partner of the ferry project.	27.59% 8	31.03% 9	27.59% 8	13.79% 4	29	2.72
Inclusion of my business on a ferry "city" map as a participating co-op partner.	48.15% 13	11.11% 3	14.81% 4	25.93% 7	27	2.81
Inclusion of my business on the electronic receipt of ferry passengers.	18.18% 6	18.18% 6	15.15% 5	48.48% 16	33	2.06

Q7 Over What Period of Time Would You Be Willing to Honor the Ferry Passenger Discount

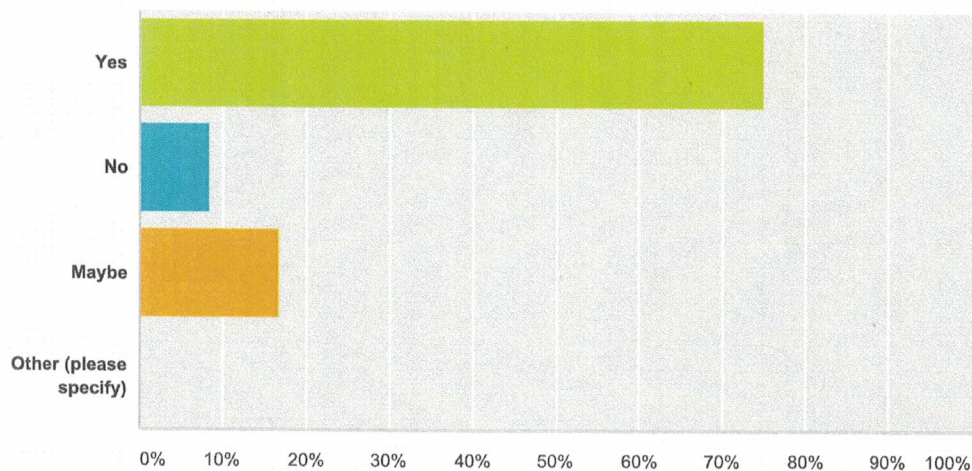
Answered: 35 Skipped: 26



Answer Choices	Responses	
Same Day as Trip/Ticket.	54.29%	19
Within 2-3 Days of Trip/Ticket.	22.86%	8
Within Seven Days of Trip/Ticket	22.86%	8
Other (please specify)	0.00%	0
Total		35

Q8 Would you be willing to provide a ferry brochure or provide other ferry promotional materials to your patrons as part of this co-op program?

Answered: 36 Skipped: 25



Answer Choices	Responses	
Yes	75.00%	27
No	8.33%	3
Maybe	16.67%	6
Other (please specify)	0.00%	0
Total		36

**Q9 Please provide any other
comments, suggestions or questions you
have.**

Answered: 5 Skipped: 56

Q10 Please provide the name and best contact information for your business so we can keep you abreast of the pilot program and updated on the co-op marketing program.

Answered: 31 Skipped: 30

Answer Choices	Responses	
Name	100.00%	31
Company	100.00%	31
Address	100.00%	31
Address 2	3.23%	1
City/Town	96.77%	30
State/Province	96.77%	30
ZIP/Postal Code	96.77%	30
Country	80.65%	25
Email Address	93.55%	29
Phone Number	87.10%	27

St Pete - Tampa Ferry Pilot Project

Project Cost Summary

As of: 5/2/16

HMS FIXED			
Vessel Ops	568,607		568,607
Operational Management and Admin	291,069		291,069
HMS Fee (Overhead and Profit)	115,000		115,000
Sub-Total	974,676		974,676
* ALLOWANCE		Handling 0.05	
Insurance Deductible	25,000	1,250	26,250
Major Repair	30,000	1,500	31,500
Sub-Total	55,000	1,500	57,750
CLIENT COSTS		Handling 0.05	
Fuel (vessel)	319,200	15,960	335,160
Terminals	357,064	17,853	374,918
Insurance (estimate only)	23,081	1,154	24,235
Marketing	75,000	3,750	78,750
Contingency (to be determined by client)	100,000	5,000	105,000
Sub-Total	874,345	43,717	918,062
TOTAL PROJECT COSTS	1,904,021	45,217	1,950,488

St Pete - Tampa Ferry Pilot Project Terminal Costs / Expenses - Client

Item	Unit	Qty	Extended
St Petersburg Terminal			
St Pete Barge (20'x80')	8,127	7.00	56,889
St Pete Barge Transport			8,127
St Pete Barge Setup			15,000
Fueling and Black Water Hoses			10,000
St Pete Upland Development & Engineering			50,000
St Pete Fenders			3,000
St Pete Tent	1,143	7.00	8,000
St Pete Permits			3,500
St Pete Ramps (2-30')	4,400	2.00	8,800
Ticket Booth	7,500	1.00	7,500
Sub-Total			170,816
Apollo Terminal			
Apollo Barge (10x80)	4,063	7.00	28,443
Apollo Barge Transport			4,800
Barge Setup			15,000
Apollo Property	1,143	7.00	8,000
Apollo Tent	1,143	7.00	8,000
Apollo Tent Flooring	1,200	1.25	1,500
Apollo Fender Modifications			3,000
Apollo Fencing			1,100
Apollo Permits			25,000
Apollo Minor Modification Permits			2,500
Apollo Parking Car Stops			1,950
Apollo Shell Drive Entrance and Sidewalk	2,340	1.25	2,925
Apollo Electrical & Lightning			16,000
Apollo Ramps (2-30')	4,400	2.00	8,800
Apollo Porta-Potty	138	6.00	830
Dredging (TBD)			
Sub-Total			127,848
Tampa Terminal			
Tampa Moorage Fees	100	159.00	15,900
Seawall Fender Systems			5,000
Vessel to Seawall Ramps (2-6')	3,000	2.00	6,000
Ticket Kiosk	1,500	1.00	2,500
			29,400
Landside Project Management			25,000
Legal - Contracts & Procurements			4,000
Total			357,064