



BOATING FOR THE FUTURE

## Conference Program

<b>Time</b>	<b>SUNDAY 3 MAY – Pre Conference Activities</b>
<b>0645 - 1000</b>	<b>Marine Industry Golf Morning</b> <i>RACV Royal Pines Golf Course</i>
<b>1000 - 1130</b>	<b>Public Marina Networking Forum</b> <i>Cypress Room, RACV Royal Pines Resort</i>

<b>Time</b>	<b>SUNDAY 3 MAY</b>	
<b>1215</b>	Title	<b><i>Marine15 Conference opening</i></b>
	Speaker	<b>Tim Stackpool</b>
	Venue Chair	<b>Prince</b> <b>Tim Stackpool</b>
<b>1220</b>	Title	<b><i>Ministerial Welcome</i></b>
	Speaker	<b>The Hon. Karen Andrews MP, Parliamentary Secretary to the Minister for Industry</b>
	Venue Chair	<b>Prince</b> <b>Tim Stackpool</b>
<b>1230</b>	<b>Speaker changeover</b>	
<b>1235</b>	Title	<b><i>What the future brings and how to be prepared</i></b>
	Speaker	<b>Bernard Salt, KPMG</b>
	Venue Chair	<b>Prince</b> <b>Tim Stackpool</b>
<b>1335</b>	<b>Speaker changeover</b>	
<b>1340</b>	Title	<b><i>Welcome from Gold Coast Waterways Authority</i></b>
	Speaker	<b>Gary Baildon AM, Gold Coast Waterways Authority</b>
	Venue Chair	<b>Prince</b> <b>Tim Stackpool</b>
<b>1345</b>	<b>Speaker changeover</b>	
<b>1350</b>	Title	<b><i>Safe Boating – industry and safety agencies working together</i></b>
	Speaker	<b>Howard Glenn, Acting Deputy Director General, Policy and Regulation, Transport for NSW</b>
	Venue Chair	<b>Prince</b> <b>Tim Stackpool</b>

1420		Afternoon Tea		
		Exhibition Hall		
1515	Return to conference rooms			
1520	Title	<i>Creating Business Success – what’s trending in the marine industry</i>	<i>Cross-jurisdictional and cross-agency collaboration</i>	
	Speaker	Bill Yeargin, Correct Craft, USA	Jean Murray, Canadian Safe Boating Council, Canada	
	Venue Chair	Prince	Andrew Chapman	Norfolk Hall Neil Patchett
1600	Speaker changeover			
1605	Title	<i>More people boating, more often = more \$\$\$</i>	<i>International Safety Campaigns</i>	
	Speaker	Domenic Genua, BIANSW&SA; Sarah Dhanda, BMF; Damien Duncan, Telwater Quintrex	Rachel Johnson, National Safe Boating Council, USA	
	Venue Chair	Prince	Tim Stackpool	Norfolk Hall Neil Patchett
1655	Speaker changeover			
1700	Title	<i>Creating the right service culture</i>	<i>Faster, Higher: foils, jets &amp; wings</i>	
	Speaker	Karie Stupek, K-T Training Solutions, USA	Jack Ellison, H20 Events; Dario Valenza, Carbonicboats	
	Venue Chair	Prince	Suzanne Davies	Norfolk Hall Neil Patchett
1750	Close Day One			
1800		Welcome Reception		
		Exhibition Hall		

Time	MONDAY 4 MAY					
0800	Title	<i>Planning &amp; infrastructure for marina development</i>		<i>What's selling, how and why: understanding online sales and business data</i>		<i>Click here for boaters: The online revolution of boating safety education</i>
	Speaker	Jesse Ellenz, Bellingham Marine		David Campsell, boatsales.com.au		Kerry Moher, Freshair Educators, Canada
	Venue Chair	Prince	Stuart Walton	Norfolk Hall	Alan Blake	Convention Lobby Anthony Bradstreet
0840	<b>Speaker changeover</b>					
0845	Title	<i>Yield v Occupancy</i>		<i>Who's making the purchase decision</i>		<i>Generational change: connecting with a younger boater</i>
	Speaker	Subash Basrur & Anthony Hills, Hotel Palazzo Versace; Andrew Chapman, Gulf Marina Management		Tim van Duyl, Trade-A-Boat		Greg McNeill & Mick O'Connor, Marine Teachers Association
	Venue Chair	Prince	Stuart Walton	Norfolk Hall	Alan Blake	Convention Lobby Anthony Bradstreet
0925	<b>Speaker changeover</b>					
0930	Title	<i>New products at marinas</i>		<i>Insurance – One Size Does Not Fit All</i>		<i>Assessing the effectiveness of prevention programs</i>
	Speaker	Michael Stenberg, Dr Shrink; Rob Escott, Petrolink		Simon Cook & John May, IC Frith		Jean Murray, Canadian Safe Boating Council, Canada; Rachel Johnson, National Safe Boating Council, USA
	Venue Chair	Prince	Stuart Walton	Norfolk Hall	Alan Blake	Convention Lobby Anthony Bradstreet
1010	Morning tea					
	Exhibition Hall					
1105	<b>Return to conference rooms</b>					
1110	Title	<i>Economic forecast</i>			<i>Weather – customising for boating</i>	
	Speaker	Savanth Sebastian, Commonwealth Bank Australia			Neal Moodie, Bureau of Meteorology Roger "Clouds" Badham	
	Venue Chair	Prince	Paul Benjamin	Convention Lobby	Tim Stackpool	

<b>1150</b>	<b>Speaker changeover</b>							
<b>1155</b>	Title	<i>Clean hands: practical ways to manage primary environmental risks</i>		<i>They bought a Jeep. Now sell them the boat: overcoming objections to make the sale</i>		<i>Don't lose your cool: cold water immersion</i>		
	Speaker	Hugh Thomson, Enviropacific		Dean Giakoumakis, Bayside Jeep		Dr Gordon Giesbrecht, University of Manitoba, Canada		
	Venue Chair	Prince	Mike Harvey	Norfolk Hall	Paul Benjamin	Convention Lobby	Baz Kirk	
<b>1235</b>		Lunch				Cold Water Forum		
		Exhibition Hall				Dr Gordon Giesbrecht, University of Manitoba, Canada		
<b>1355</b>	<b>Return to conference rooms</b>							
<b>1400</b>	Title	<i>How to create profit out of your upland storage</i>		<i>Making profits in changing times</i>		<i>Tasmania's experience on compulsory lifejacket wear</i>		<i>Sponsorship: attracting and retaining sponsors</i>
	Speaker	Brett McMullen, Sydney Harbour Boat Storage; Steve Sammes, Gold Coast City Marina		Martin Grunstein, Success Communications		Peter Hopkins, Marine and Safety Tasmania		Karen Baldwin, MHYC; Abby Clemence, Infinity Sponsorships; Mark Woolf, CYCA; Simon McLean, Club Marine
	Venue Chair	Prince	Mick Bettesworth	Norfolk Hall	Matthew Hodson	Convention Lobby	Paul Corkill	Cypress Karen Baldwin
<b>1440</b>	<b>Speaker changeover</b>							
<b>1445</b>	Title	<i>Maximising development outcomes</i>		<i>Making profits in changing times</i>		<i>Lifejacket evolution</i>		<i>Sponsorship: attracting and retaining sponsors</i>
	Speaker	Dr Kate Panayotou & Lavinia Schivella, GHD		Martin Grunstein, Success Communications		Nick Byrne, Standards Australia Lifejacket Committee; Anthony Bradstreet, Surf Life Saving Australia		Karen Baldwin, MHYC; Abby Clemence, Infinity Sponsorships; Mark Woolf, CYCA; Simon McLean, Club Marine
	Venue Chair	Prince	Mick Bettesworth	Norfolk Hall	Matthew Hodson	Convention Lobby	Paul Corkill	Cypress Karen Baldwin
<b>1525</b>		Afternoon tea				Exhibition Hall		
<b>1615</b>	<b>Return to conference rooms</b>							
<b>1620</b>	Title	<i>Communications in the digital age</i>						
	Speaker	Martyn Thomas, FRANK Media						
	Venue Chair	Prince	Tim Stackpool					
<b>1710</b>	<b>Speaker changeover</b>							

1715	Title	<i>Digital marketing for the boating industry</i>		<i>Superyachts: facilities, expectations and trends</i>		<i>Paddle Safe – a boom entry-level sport</i>		<i>Emerging markets: China, SE Asia, South and Central America</i>	
	Speaker	Jeni Bone, MarineBusiness World; Martyn Thomas, FRANK Media; Gabor Kukucska, Buyah Media		Oscar Siches CMM Steve Ryder, Bellingham Marine		Lynn Parker, PaddleNSW		Andrew Chapman, Gulf Marina Management; Jose Luis Fayos, GMMC; Wayne Sheppard, Mourjan Marinas; Vicky Xu, Yachting Master Service	
	Venue Chair	Prince	Jeni Bone	Norfolk Hall	Mike Harvey	Convention Lobby	Amy Peden	Cypress	Andrew Chapman
1755	<b>Close Day Two</b>								
1900	Marine15 Hawaiian Luau and Awards Night								
	Undercover Tennis Court								

Time	TUESDAY 5 MAY					
0815	Title	<i>Gold Coast developments – tourism, boating and opportunities</i>				
	Speaker	City of Gold Coast Mayor Tom Tate				
	Venue Chair	Prince	Tim Stackpool			
0830	<b>Speaker changeover</b>					
0835	Title	<i>Marina research: where to from here</i>	<i>Manufacturer and retailer relationship</i>	<i>Domestic Surveyor Accreditation Scheme</i>		
	Speaker	Dr Ed Mahoney, Michigan University, USA	Bill Yeargin, Correct Craft, USA	Adam Brancher, Australian Maritime Safety Authority		
	Venue Chair	Prince	Darren Vaux	Norfolk Hall	Jim Rann	Convention Lobby
0915	<b>Speaker changeover</b>					
0930	Title	<i>People, Planet, Profit: Prosperity through sustainability</i>	<i>Upselling: the art of the service walk around</i>	<i>Safety Management Systems</i>		
	Speaker	Dr Caroline Noller & Darren Vaux, The Footprint Company	Matthew Hodson, John Crawford Marine	Ken Wiltshire, Australian Maritime Safety Authority		
	Venue Chair	Prince	Darren Vaux	Norfolk Hall	Jim Rann	Convention Lobby
1010	Morning tea					
	Exhibition Hall					
1110	<b>Return to conference rooms</b>					
1115	Title	<i>Three best profit ideas</i>	<i>Understanding finance: wholesale and retail</i>	<i>Satellite Distress Beacons</i>		
	Speaker	Stuart Walton, Royal Perth Yacht Club; Steve Sammes, Gold Coast City Marina; Darrell Barnett, Soldiers Point Marina	Julian Cavanagh, Aussie Car Loans	Peter Pokorny, Australian Maritime Safety Authority		
	Venue Chair	Prince	Andrew Chapman	Norfolk Hall	Matthew Hodson	Convention Lobby
1155	<b>Speaker changeover</b>					
1200	Title	<i>Managing today's workforce</i>			<i>Solo Boating – Kill cords and much more</i>	

		<b>Karie Stupek, K-T Training Solutions, USA</b>	<b>Martin Silk, Yachting Australia</b>
	Venue Chair	<b>Prince</b>	<b>Suzanne Davies</b>
			<b>Convention Lobby</b>
			<b>Neil Patchett</b>
<b>1250</b>	<b>Speaker changeover</b>		
<b>1255</b>	Title	<b>Marine15 closing session</b>	
	Speaker	<b>Darren Vaux, BIAA; Andrew Chapman, MIA; Howard Glenn, ARBSC</b>	
	Venue Chair	<b>Prince</b>	<b>Tim Stackpool</b>
<b>1315</b>	<b>Conclusion of marine15</b>		

<b>Time</b>	<b>TUESDAY 5 MAY – Post Conference Activities</b>
<b>1400 - 1730</b>	<b>Waterways Management Forum</b> Sponsored by marine15 platinum sponsor <b>Enviropacific</b> and hosted by marine15 partner <b>Gold Coast Waterways Authority</b> and the <b>Maritime Management Centre (NSW)</b>
	<i>Prince Room</i>