

INTERNATIONAL MARINA AND WATERFRONT CONSULTANTS

MDLCONSULTANCY.COM



SOUND ADVICE FROM HANDS-ON PROFESSIONALS

At MDL Marina Consultancy we have a full in-house team of professionals who are passionate about the marina industry and have the experience to work on all aspects of marina planning, design, development and operation. Whilst continuing to develop and operate MDL's own portfolio of 21 marinas, we have for many years provided this same service to our external clients around the globe.

SHARING 'REAL' EXPERIENCE

MDL has led the industry for over 40 years. We have developed, own and operate some of the finest marinas in some of the best boating locations across the UK and Europe.

Broad, up-to-the-minute operational experience forms the basis for our consultancy team's ability to offer professional guidance that gets results.

It means our clients are assured they will receive the best advice to create reliable solutions that don't just work on paper but, drawing on our decades of know-how, generate success in the real world.

MDL Marina Consultancy has a direct link with MDL Marinas, and it's that long-established and successful track record that has drawn clients over many years.

SFRVICES

- Marina appraisals, including market study, site appraisal, development options and feasibility study.
- Marina design and project management.
- Business planning and optimisation.
- Operational services, including marina set up and management, berth sales, recruitment, training, health and safety, and environmental advice.

LOCAL AND CENTRAL GOVERNMENT - DEVELOPERS - INVESTORS
HARBOUR AUTHORITIES - MARINA AND BOATYARD OWNERS - CONSULTANTS

CASE STUDY /// LAND ROVER BAR

"The pontoon created by MDL Marina Consultancy is truly excellent. It complements our innovative new base, providing essential access to the Solent for team training."

- David Powys, Base Manager Land Rover BAR

We delivered a 'turnkey' project for Land Rover BAR, creating pontoon berths at the team's state-of-the-art base in Portsmouth:

- Scoping
- Design
- Stakeholder consultation
- · Licences and consents
- Tender
- · Project management
- · Construction supervision
- Handover



CONSULTANCY PROJECTS HIGHLIGHTS

MDL Marina Consultancy's expertise has grown by working alongside MDL Marinas, other high profile customers across the UK and an impressive list of clients overseas.



#LAND ROVER BAR

Land Rover BAR, the British Challenger for the 35th America's Cup, handed us an exciting assignment to plan, design and project manage the building of their pontoon: the vital link to the sea from their innovative new base.

The design solved the challenge of ensuring the pontoon provided all features requested by the team, but did not impede navigation to surrounding berths.

The site logistics were carefully planned in consultation with Land Rover BAR. The project was completed in a record three weeks and the new pontoon was opened in time for training to begin ahead of the first leg of the World Series.



LONDON'S ROYAL DOCKS

"The study carried out by MDL Marina Consultancy was an excellent piece of work, backed up by quality analysis, and gave us all the information we need to fully understand the development potential for this important part of our estate."

Mike Luddy, MD, London's Royal Docks

The work carried out by MDL Marina Consultancy included:

- · Demand and competition analysis.
- Technical appraisal of the site.
- · Development and evaluation of layouts.
- Preparing an outline technical solution maximising the site's potential.
- Evaluating income and costs to assess viability and economic contribution.

Work continues advising on the site's marketing to potential development partners.



MDL MARINAS

We continue to work for our internal client, MDL Marinas, providing all technical services for management and development of MDL's marina and boatyard infrastructure across the UK and Europe.

Our work includes:

- Planning, licencing and project managing all dredging.
- Design and project managing maintenance and replacement of all marina infrastructure.
- Asset condition surveys and investment planning.
- · Designing new developments.

The consultancy team is best placed to assist with any projects in a marina operational environment.

ANCHORED IN BRITAIN...

"MDL Marina Consultancy has the ability to design and develop marinas with operational efficiency at their heart. Using our understanding of the market, designs are expertly tailored to satisfy the unique demands of each customer."



ONE OCEAN PORT VELL - SPAIN

We were engaged by Port Vell and its investor, Salamanca Group, to help plan the transformation of the marina in the heart of Barcelona, Spain, to create a world-class home port for superyachts.

One of our senior team relocated to Barcelona for the project to work closely with the project partners and lead the detailed study and development of the master plan.

We began with a study to model and analyse the international superyacht market including profiling customer types and assessing competitors. The findings from the study allowed us to optimise the business plan and draw up the final master plan and technical requirements.



BAOSHAN SHANGHAI

Shanghai International Port Engineering Consultants Ltd (SIPEC) engaged us to help develop a master plan for a new waterfront property development at Baoshan Port in Shanghai.

"The three conceptual designs prepared by MDL Marina Consultancy gave us some excellent ideas for possible marina elements to our waterfront master plan."

Leon Kung, Shanghai, International Port Engineering Consultants Ltd

The work completed by MDL Marina Consultancy included:

- Desk top market study.
- · Site technical appraisal.
- Development of options to attract people to the waterfront.
- · Marina and boatyard layouts.
- Recommendations on services and facilities.
- · Phasing plan for development.



CRIMEA

We were tasked to carry out an appraisal of marina developments in the Crimea.

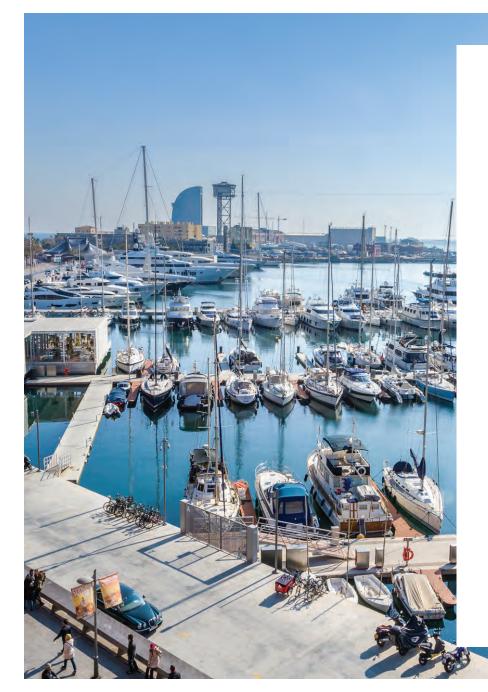
The study included visiting locations along the whole of the south coast of the Crimean peninsula, making a market and technical appraisal of the opportunity at each location before drawing up a conceptual design for the agreed site.

The work carried out by MDL Marina Consultancy included:

- Market and technical appraisal of a number of site locations along the Crimean coast.
- Market study.
- · Identification of preferred location.
- Outline design.
- Indicative build cost and outline economic appraisal.

We identified one site as particularly suitable due to its proximity to transport links and a well-developed tourist destination and for its technical viability.

...OPEN TO THE WORLD



CASE STUDY /// ONE OCEAN PORT VELL - SPAIN

"Salamanca and Port Vell are delighted with the work completed by MDL Marina Consultancy. MDL provided the service through dedicated personnel based on site in Barcelona, in their Southampton headquarters and utilised members of their European operation to conduct market studies and analysis. Of particular note, MDL worked closely with Catalan Authorities and Catalan and Spanish Consultants. The Catalan and Spanish knowledge, and experience, and empathy of MDL proved to be a key factor in the successful outcome."

- Paul Lowndes Managing Director, Salamanca Technical Services

Master planning for One Ocean Port Vell, Barcelona, Catalonia, Spain:

- Leading the local team in Barcelona.
- Detailed market study and numerical modelling of the international superyacht market.
- · Auditable calculation of berth pricing.
- · Feasibility of options.
- Optimisation to maximise the value of the berths
- Detailed master plan for the redevelopment including technical design specification.
- Operational advice surrounding management of the transformation.

INTERNATIONAL MARINA AND WATERFRONT CONSULTANTS
WE OWN MARINAS. WE KNOW MARINAS.



WE WOULD BE DELIGHTED TO DISCUSS YOUR INDIVIDUAL PROJECT REQUIREMENTS WITH YOU.

DOWNLOAD OUR FULL STATEMENT OF CAPABILITY AT WWW.MDLCONSULTANCY.COM OR SCAN THIS QR CODE.

