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MSc. IN SHIPPING MANAGEMENT



**PORT MANAGEMENT AND OPERATIONAL
FEATURES OF ZEA MARINA AND THE
COVID-19 IMPACT ON THE GLOBAL
INDUSTRY**

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Dissertation submitted to the Department of Maritime Studies as part of prerequisites for the accomplishment of MSc Program in Shipping Management.

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ΠΕΡΙΛΗΨΗ

Όλες οι μαρίνες παγκοσμίως, και ιδιαίτερα οι ελληνικές λόγω των γεωγραφικών τους προδιαγραφών, γίνονται όλο και περισσότερο πόλος έλξης για διάφορους επενδυτές. Το ανταγωνιστικό τους πλεονέκτημα είναι ότι παρέχουν άμεση ταμειακή ροή κι αυτό ωφελεί τόσο την επανεπένδυση σε άλλα επενδυτικά project ή την ανακαίνιση και τον εκσυγχρονισμό των υπαρχουσών μαρίνων. Επιπλέον, συμβάλλουν καθοριστικά στην κοινωνική, οικονομική και τουριστική ανάπτυξη της χώρας. Η Μαρίνα Ζέας είναι μία από αυτές τις μαρίνες, η οποία μισθώνεται και εκμεταλλεύεται μέσω δημοπρασιών με μακροχρόνια συμβόλαια. Η τοποθεσία της είναι στον Πειραιά στην Αθήνα με μεγάλη αρχαία ιστορία και μπορεί να φιλοξενήσει από 3 έως 150 μέτρα σκάφη. Ένα φυσικό λιμάνι, ιδιαίτερα προτιμώμενο και βραβευμένο από καπετάνιους και πληρώματα τόσο για τη μορφολογία του όσο και για το γεγονός ότι βρίσκεται στην καρδιά του κέντρου κάνοντάς την μια από τις πιο ελκυστικές μαρίνες της Μεσογείου. Ωστόσο, πόσο εύκολο είναι είτε να προχωρήσει μια μίσθωση και εκμετάλλευση για μια μαρίνα είτε να λειτουργούν ορθά σε καθημερινή βάση όλα τα άμεσα σχετιζόμενα λειτουργικά χαρακτηριστικά αυτής. Εκτός από τους Γενικούς Κανονισμούς Λιμένος που ισχύουν για όλα τα τουριστικά λιμάνια, κάθε μαρίνα θα πρέπει να λειτουργεί βάσει εσωτερικού κανονισμού λειτουργίας που να παρουσιάζει όλες τις απαιτήσεις που ζητούνται από όλα τα σκάφη που φιλοξενούνται. Η τελική υπηρεσία που παρέχεται στον πελάτη (πλοιοκτήτη) και η ποιότητά της είναι ένας συνδυασμός διαφόρων λειτουργικών ή μη δραστηριοτήτων της μαρίνας και της επιτυχούς και έγκαιρης εκτέλεσής τους. Παρά το γεγονός ότι αντιμετωπίζουμε ένα πρωτοφανές γεγονός όπως ο Covid-19, θα πρέπει να αναγνωρίσουμε πώς αυτό έχει επηρεάσει τη σωστή λειτουργία και τις τυπικές διαδικασίες που ακολουθούνται είτε από το πλοίο είτε από τη Γενική Διοίκηση της μαρίνας. Είναι ζωτικής σημασίας να παρουσιαστεί η επίδραση αυτής της κατάστασης με βάση ιστορικά στατιστικά στοιχεία πληρότητας ορισμένων ελληνικών μαρίνων σε σύγκριση με στατιστικά στοιχεία χωρών που σχετίζονται άμεσα με τις αφίξεις των τουριστών μας.

Λέξεις κλειδιά: μαρίνες, Μαρίνα Ζέας, σκάφη, Γενικούς Κανονισμούς Λιμένος, Covid-19, Γενική Διοίκηση, στατιστικά στοιχεία πληρότητας

ABSTRACT

All the marinas around the world, and especially the Greek ones due to geographical specifications, are becoming more and more pole of attraction for various investors. Their competitive advantage is that provide immediate cash flow, and this benefits the reinvestment in other projects or the renovation and the modernization of the marinas. Moreover, they contribute decisively to the social, economic and tourist development of the country. Zea marina is one of these marinas, leased and exploited through public auctions with long-term agreements signed. Located in Piraeus in Athens with great ancient history is able to accommodate boats from 3 to 150 meters A physical port, intensively preferred and awarded from captains and the crew both for its morphology and the fact that it is in the heart of the center entitles her as one of the most attractive marinas in the Mediterranean. However, how easy it is either to proceed to leasing and exploitation of a marina or to run on a daily basis all the operational features strictly

related. Except of the General Port Regulations applied for all the tourist ports, each marina should operate under an internal operation regulation which presents all the requirements asked from all the accommodated boats to be complied with. The final service provided to the customer (shipowner) and its quality is a combination of various operational or not activities of the marina and their succussed and punctual execution. Despite the fact of confront an unprecedented fact such Covid-19, we should recognize how this has affect the proper operation and the standard procedures followed either from the on board or from the General Administration of the marina. It is vital to present the effect of this situation based on historical occupancy statistics of Greek marinas in comparison with statistics of countries strictly related with our tourist arrivals.

Keywords: marinas, Zea Marina, boats, General Port Regulations, Covid-19, General Administration, occupancy statistics

1. INTRODUCTION

The subject of this dissertation is to delve deeply in the port management of Zea Marina as a touristic port and its individual operational features as well as the general impact of Covid pandemic in the Global industry. Prior to the specific analysis, it is necessary to mention few general information about the industry.

Tourism related to the sea and boating activities is becoming increasingly popular and revolves around a range of leisure, water sports, nautical or other maritime activities. In the context of the development of Greek tourism, in recent years our country has, among other things, set as its priority the strengthening of maritime tourism and especially in addition to cruising and yachting tourism. The privatization of some major tourist ports to date, has significantly upgraded the level of their services by advertising Greece in the best way abroad, attracting high-income tourists and at the same time strengthening the economy through the creation of added value (new places foreign exchange inflow, increase of public revenues, upgrading of the coastal front, etc.).

2. MARITIME TOURISM

2.1 TERMS AND DEFINITIONS

With the term "Maritime Tourism" we usually refer to that special form of tourism in which the sea is the main criterion of distinction, the noticeable difference in relation to mass - holiday tourism but also to all other special - alternative forms of tourism (winter, religious, conference tourism, etc.). However, despite the importance of maritime tourism in the local economic development of many countries, its dissemination in scientific journals has not followed a parallel development. Tourism has benefited from advances in scientific production, in spite of the fact that the particular field of maritime tourism has barely been examined compared to the advancement of the broader tourism division and its future perspectives. In 1986, Miller published the first article on travel, tourism and marine undertakings that analyzed tourism advancement approaches and the openings for arranging coastal tourism, highlighting a few of the extraordinary commercial actualities of marine tourism, tourism administration and the part of relaxation, work, and tourism in cutting edge life. Later, in 1989, Deskovic published an article named "Marina development in Yugoslavia" in which he had mentioned the basic ideas of the development of this type of tourism and its addressed viability.

Finding a single suitable definition that encompasses boating tourism, nautical-recreational sports, and marine activities at sea or in other aquatic environments is a difficult task and there are multiple combinations of words that refer to this type of tourism: nautical, maritime, or marine. A decisive definition remains a complex issue due to the multifunctional nature of the activities related to the sea and maritime

tourism. A decisive definition remains a complex issue due to the multifunctional nature of the activities related to the sea and maritime tourism. In the scientific literature in other languages, maritime tourism is defined in different ways and as a result there is no consensus on the part of the authors of a single general term that encompasses all its features. Therefore, as a prior step to the development of this work, the following words have been selected: nautical tourism, maritime tourism, and marine tourism. These terms share conceptual similarities and, although there are features that are related to all the terms such as recreational activities which are related to coastal zones and the sea, “nautical tourism” is a broader term that includes lakes, rivers, and other aquatic environments where tourists can enjoy boating activities. Furthermore, there are authors who state that nautical tourism has not yet developed in rivers and lakes and that recreational boating and its related tourist products are limited to the area of the seacoast. Once reviewed the contents of articles related to river tourism have not been considered for this analysis.

Marine tourism emerged as an indispensable issue in the field researching oceans and coastal areas. Orams defines marine tourism as “those recreational activities that involve traveling away from one’s place of residence and whose focus is the marine environment”, referring to the latter as “those waters that are saline and affected by the tide”. The definition also lists the activities that are related to it: scuba diving, snorkeling, windsurfing, fishing, watching sea mammals and seabirds, the cruise and ferry industry, all beach activities, sea kayaking, visits to coastal villages and fishing lighthouses, Maritime museums, sailing and motor boating, maritime events, Arctic and Antarctic tourism, etc.

According to Ecorys, maritime tourism refers to maritime activities such as boating, yachts, cruises, water sports, as well as its land services and infrastructure. Hall states that maritime tourism is closely related to coastal tourism, but also includes all tourist activities derived from the sea, such as deep-sea fishing and cruises. At this point, cruise tourism cannot be included as a form of nautical tourism, because in this segment there is no direct relationship between the tourist and the sea, being excluded from this research. The main motivation of the cruises is not the realization of maritime or underwater sports activities, and the cruises act mainly as a means of transport, with multiple tourist services (accommodation, restaurants, shops, nightlife, etc.). Other authors state that cruise tourism is such an important activity that it should be studied separately, due to its magnitude and peculiarities. Certainly, there are other documents that mention that this is a form of maritime tourism, but many others do not mention marine or “maritime” “nautical” terms.

Following a combination of the above terms for maritime tourism, we have to mention that the criterion for distinction for maritime tourism activities is considered only the participation in an organized cruise with a cruise ship as well as the realization of sea voyages with a tourist ship or boat, professional or leisure, yacht or not, sailboat or motorboat, with or without crew (without crew). Consequently, the maritime tourism is strictly related to two tourist activities: cruising and yachting. Cruising consists of the most important form of maritime tourism, and it is distinguished in the International Cruise, in the European Cruise and of course in the "National" Cruise which is limited to the Greek seas. In the other hand, yachting is subdivided into Professional yachting

(boats of various types and sizes that operate with charter), private yachting and super yachts. Today, cruising and yachting are an integral part of an entire circuit that includes transportation, accommodation, catering, leisure, shopping, and any other type of activity (known as touring).

The necessary infrastructure for maritime tourism is the maritime tourism facilities which are necessary for the mooring (permanent or temporary) of cruise ships and pleasure boats, and which are the located tourist ports (marinas) and the anchorages - shelters. 2160/93).

2.2 ANALYSIS OF THE GREEK PORTS AND SERVICES

Given the geophysical peculiarity of our country (coastline 16,000 km, 3,000 rocky islets, 130 thousand sq. Km. Protected Sea areas), which consists of the existence of an extensive island area (427 islands), Greek ports generally play an extremely important role. in ensuring connections and achieving the cohesion of the national space. At the same time, they contribute decisively to the social, economic and tourist development of the country. The entry - in recent years mainly - of the private sector in the marina sector, through of the concession of their management by the public, significantly improved the level of berthing services offered, creating new perspectives for the development of maritime tourism. However, although the list of investments that have been made includes several renovation and modernization projects, the need to create new berths and improve existing ones across the country is becoming more urgent than ever. According to data from the Ministry of Environment, there are currently 59 located tourist ports in Greece - marinas. In addition to the berths provided by public or private marinas, approximately 3,000 yachts can be accommodated in Greek ports. In many ports of Greece, apart from the large commercial ports of Piraeus and Thessaloniki, small and picturesque anchorages have been properly designed and equipped. With the construction of piers and breakwaters, safe areas have been created, in which tourist boats dock, paying the corresponding port fees. Most of these ports provide basic facilities and basic services to moored vessels. Such ports have been created in Mikrolimano of Piraeus, Aegina, Poros, Hydra, Spetses, Nafplio, Gythio, Pylos, Zakynthos, Ithaca, Kefalonia, Lefkada, Paxos, Ios, Mykonos, in Patmos, Symi, Samos, Plomari, Lesvos, Chios and elsewhere. In a well-organized marina beyond the berths, fixed and floating provides many other services such as: wintering area and boat parking, electricity, water, gas station, cranes (travel lifts) and trailers, slides, escort boat, diving services, car parking, security services, rescue station and fire station , control tower, reception desk, port guard and customs, guest house, postal services, information center, luggage storage, restaurant and cafeteria, shops and supermarket, playground, swimming pool, sports facilities and conference center, ATM machine, car rental services and boats, shipping and travel agency, seaport, lifeguard inspection station, toilets and baths, washers and dryers, medical assistance, Wi-Fi internet and call center services, VHF communication, satellite tv, charging and charging services collection and recycling landfill and even a marine pollution control station. Also, in a marina it is possible to provide a wide range of technical services such as boat cleaning, reef painting, repairs,

and maintenance. It is noted that all issues related to the operation of a tourist port, are clearly mentioned in the Rules of Operation of the Port, for which the crew and passengers of the boat must be informed.

2.3 INSTITUTIONAL FRAMEWORK

The "tourist port" of yachts is the land and sea area that is mainly intended to functionally support the mooring of yachts and water sports.

According to the current legislation, the tourist ports are divided into the following categories:

1) Marinas: is the tourist port that has land and sea facilities and infrastructure specifications defined by decision of the Minister of Culture and Tourism, as provided in paragraph 3 of article 31 of Law 2160/1993, for the service of yachts and their users.

2) Shelters: is the tourist port with basic building infrastructure of at least 100 sq.m. with services and services of water, electricity, telephone, fuel, waste collection, firefighting, accommodation, and sanitation.

3) Anchorages: is the tourist port that is created in a protected bay, in lakes and rivers, with light equipment, which does not cause permanent deterioration of the environment with a limited number of berths, and basic facilities.

4) Hotel Ports: (abolished with Law 4070/2012).

The initiative for the creation of tourist ports can have:

- a) The Ministry of Tourism and
- b) Any natural or legal person under public or private law.

The submission of a Site request to the General Marina Manager of Tourist Ports of the Ministry should be accompanied by a series of studies and supporting documents described in articles 31 and 34 of Law 2160/1993, as amended and in force. According to the Ministerial Decision 11214/2012 (Government Gazette 2339 / B / 21.08.2012), for the creation and location of a tourist port determine the minimum requirements that must be met per port category.

With article 30 par. 2 of L.2160 / 1993 as amended and in force, an eleven-member Committee of Tourist Ports has been instituted, (ETL amendment according to par. 2 of article 34 of L.4014 / 2011, Government Gazette 209 / A / 21.09.2011) which is established by decision of the Minister of Tourism. The Commission consists of representatives of all the Ministries involved in matters of development - protection of the coastal zone. The Decision of Approval of Environmental Terms is issued based on the provisions of Law 4014/2011 and the Ministerial Decision 1958/2012 (Government Gazette 21 / B / 13.01.2012) "Classification of public and private projects and activities in categories and subcategories according to Article 1 par. 4 of Law 4014/2011 (Government Gazette 209 / A / 21.09.2011)" as amended and in force. After the issuance of the operating license, the management body submits to the Ministry of Tourism a Special Regulation of Operation of the tourist port, which regulates the special conditions of its operation and exploitation. The general operating conditions of the port are provided by the General Regulation of Operation

of Tourist Ports (K.Y.A. T / 9803/2003 - Government Gazette 1323 / B / 05.09.2003, as amended and in force).

2.4 PROCESS OF CREATION – LOCATION OF A TOURIST PORT

Marinas - Shelters - Anchorages

- Submit a location request
- Supporting documents for marinas
- Supporting documents for shelters-anchorage
- File completeness check

Opinion of co-competent Bodies - Disclosure - Posts

Opinion of the Committee on Tourist Ports

Decision of Approval of Environmental Terms

Location (Ministerial Decision)

Diagnostic procedures

Concession of use and exploitation

Submission of a file with a series of documents

Construction of land and port projects

Operating License (Ministerial Decision)

Special Operating Regulations (Ministerial Decision)

Mooring tariffs (Ministerial Decision)

2.4.1 SUBMISSION OF REQUEST FOR LOCATION

The initiative for the creation of tourist ports can have:

- i. The Ministry of Tourism.
- ii. Any natural or legal person under public or private law.

In particular, the creation of a marina on the initiative of a natural or legal person under public or private law is required to be the owner or usufructuary of the coastal property, in front of which he is interested in locating and constructing it.

Minimum requirements for Tourist Ports of any kind

The submission of a Site request to the General Marina Manager of Tourist Ports of the Ministry should be accompanied by a series of studies and supporting documents described in articles 31 and 34 of Law 2160/1993, as amended and in force.

According to the Ministerial Decision 11214/2012 (Government Gazette 2339 / B / 21.08.2012), for the creation and location of a tourist port are defined the minimum requirements that must be met per port category. In more detail:

- i. The minimum requirements of the marina are the following:
 - Facilities for port management including facilities of other relevant authorities.
 - Port mooring position of the port corps.
 - Installation of a first aid station (office, etc.).
 - Supply network (water, electricity, communications, etc.).

- Installations for the collection of temporary storage and safe disposal of biological and petroleum - oily residues.
 - Parking spaces.
 - Sanitary and accommodation services facilities with ensuring accessibility for the disabled.
 - Security systems of the tourist port zone as defined in the existing provisions (fire safety of the port zone, surveillance systems of the facilities, etc.).
 - Warehouse facilities.
 - Essential stores.
- ii. The minimum requirements of the shelter are the following:
- Basic building infrastructure of service - provision of services.
 - Sanitary and accommodation services facilities with ensuring accessibility for the disabled
 - Supply network (water, electricity, communications, etc.).
 - Prediction - ensuring collection of temporary storage and safe disposal of biological and petroleum - oily residues
 - Warehouses.
 - Security systems of the tourist port zone as defined in the existing provisions (fire safety, etc.).
- iii. The minimum requirements of the anchorage are the following:
- Sanitary and accommodation services facilities with ensuring accessibility for the disabled.
 - Supply network (water, electricity, communications, etc.).
 - Prediction - ensuring collection of temporary storage and safe disposal of biological and petroleum - oily residues
 - Security systems of the tourist port zone as defined in the existing provisions (fire safety, etc.).

2.4.2 MARINA RELATED SUPPORTING DOCUMENTS

Request for location and creation of a marina in the General Marina Manager of Tourist Ports of the Ministry of Tourism accompanied by the following supporting documents:

- i. General Topographic Diagram of scale 1: 10,000 or a fragment of a map, which shows the exact location of the project, as well as the land uses of the wider area.
- ii. Topographic diagram of scale 1: 1,000 or 1: 2,000, showing the requested port area, property boundaries, any defined boundary line of the seashore and the beach and the old seashore and the proposal for the definition of any new seafront boundaries and beach.
- iii. Drawing of a general layout of scale 1: 500 or 1: 1,000 of the proposed works and structures, which will show the data of case bd, the extent of the proposed alluvium in the maritime area, the demarcation of the land area, the proposed land uses, building conditions and restrictions, the extent of the fencing, etc.

The building factor will not exceed 0.4 in the whole land area, and the buildings will be erected up to the beach line.

- iv. Environmental Impact Study.
- v. Technical report of a general description of the proposed port projects required for the construction of the port, as well as the proposed land uses and construction conditions and constraints and the basic infrastructure projects, including infrastructure for the service of persons with disabilities, for their operation, exploitation, and financial viability.
- vi. Estimated amount of investment.
- vii. Title deeds or usufruct rights.
- viii. Report of Detailed Archaeological Documentation for the land and sea zone of the marina, issued - at the request of the applicant for the location to the "Office for Coordination and Monitoring of Archaeological Research and Works in Framework of Major Projects "- within sixty (60) days from the date of submission of the request.

For the issuance of the Ministerial Decision on Location, a Decision of Approval of Environmental Conditions is required.

2.4.3 SHELTERS AND ANCHORS RELATED SUPPORTING DOCUMENTS

Request for location and creation of a shelter and mooring of tourist boats in the General Marina Manager of Tourist Ports of the Ministry of Tourism accompanied by the following supporting documents:

- i. General topographic diagram of scale 1: 10,000 or a piece of paper showing the exact location of the works.
- ii. 1: 1,000 scale topographic diagram showing the requested sea area.
- iii. Drawing of a general layout of scale 1: 1,000 of the proposed projects and facilities.
- iv. Report on the general description of port projects and other projects and facilities in the maritime zone.
- v. Environmental Impact Study.
- vi. Detailed Archaeological Documentation Report for the land section and the marine zone of the anchorage or the shelter of tourist boats, issued - after a relevant request of the applicant for the location to the "Coordination and Monitoring Office Archaeological Surveys and Works in the Context of Major Works "- within sixty (60) days from the date of submission of the request.

For the issuance of the Ministerial Decision of Location-Concession, in addition to the above points up to the supporting documents, the issuance of a Decision of Environmental Terms is also required. »

2.4.4 FILE COMPLETENESS CHECK

With the submission of the request for location accompanied by the necessary supporting documents, the competent service (Department of Tourist Ports Location) checks the completeness of the incoming studies and supporting documents, their transfers to competent bodies and the introduction of the issue to the Ports, which gives an opinion on this (by port category / case).

a. **ADVISORY OF ASSOCIATES - PUBLICATION - POSTS**

After the control of the completeness of the incoming studies and supporting documents by the competent service of the Ministry, the relevant file is forwarded to the competent Bodies in order to give an opinion on the necessity of creation and location of the tourist port.

At the same time, a complete series of supporting documents is sent to the relevant Municipality in order to express its opinion within fifteen (15) working days from the receipt of the relevant file on the expediency of creating the new marina and suggests to the Commission. In case of non-response of the relevant Municipality within the above deadline, an agreement for the location of the new marina is presumed.

In case of location of a shelter zone or mooring of tourist boats, at the request of any interested third party, this request is announced by the Secretariat for Support of Tourist Ports in the Region and the relevant local authorities, who are obliged to post it in their store for forty days (40).

b. **ADVISORY OF THE COMMITTEE OF TOURIST PORTS**

With article 30 par. 2 of L.2160 / 1993 as amended and in force, an eleven-member Committee of Tourist Ports has been instituted, (according to par. 2 of article 34 of L.4014 / 2011, Government Gazette 209 / A / 21.09.2011) which is established by decision of the Minister of Tourism. The Commission consists of representatives of all the Ministries involved in matters of development - protection of the coastal zone and based on the aforementioned law, has the following responsibilities:

- Gives an opinion on the location, modification, completion, approval of land uses and the terms and restrictions of construction of the tourist port, deciding on the expediency of creating the requested project.
- Gives an opinion on the conversion of an existing port into a tourist one, deciding on the expediency of creating the requested project.
- Gives an opinion on the modification of the location of the tourist ports of the elements a to h (Annex II of article 41 of Law 2160/1993) as defined in par. 5 of article 30 of the same law, regarding the land and marine zone, alluviums, land uses and building conditions and restrictions.
- Gives an opinion on the replacement of the management body of the tourist port in whole or in part in the concession contract and in any of the rights and obligations deriving from it. The substitution is made by decision of the Minister of Culture and Tourism after the consent of the Commission. This decision is published in the Government Gazette.
- It is the Tender Committee for all the Public Tenders conducted by the Ministry of Tourism regarding the construction - concession of tourist ports of any kind and proposes the award of the tender.

In case of location of a tourist port within the zone of an existing commercial port, the Commission, before issuing its decision, forwards the relevant file to the Port Planning and Development Committee (Port Authority) of the Ministry of Shipping & Aegean for an opinion if the operation of the commercial port is hindered by the

location of the tourist port or the construction of planned expansion projects or the security of it or its existing facilities is damaged.

In addition to the above, in the context of exercising its responsibilities, it may conduct autopsies, as well as request information, technical or other data from the General Marina Manager of technical services of the locally competent Region or Municipality, as well as give an opinion on the responsibilities defined in paragraph 2 of article 30 of Law 2160/1993.

The opinions of the Committee on Tourist Ports are a necessary condition for the issuance of the respective Ministerial Decisions published in the Government Gazette.

c. **DECISION OF APPROVAL OF ENVIRONMENTAL CONDITIONS**

The Decision of Approval of Environmental Terms is issued based on the provisions of Law 4014/2011 and the Ministerial Decision 1958/2012 (Government Gazette 21 / B / 13.01.2012) "Classification of public and private projects and activities in categories and subcategories according to Article 1 par. 4 of Law 4014/2011 (Government Gazette 209 / A / 21.09.2011) "as amended and in force. Based on the above:

The Ministry of Environment, Energy and Climate Change is the competent environmental authority for the environmental licensing of the projects and activities of subcategory A1 of article 1. The approval of the environmental conditions is made by a decision of the Minister of Environment, Energy and Climate Change.

Competent environmental authority for the environmental licensing of projects and activities of subcategory A2 of article 1 is the relevant Decentralized Administration. The approval of the environmental conditions is done by a decision of its General Secretary.

d. **LOCATION (Ministerial Decision)**

Following the opinion of the competent Committee of Tourist Ports, the opinions of the co-competent Bodies and the issuance of the Decision for the Approval of Environmental Conditions, the Ministerial Location Planning is issued, which is published in the Government Gazette.

e. **DIAGNOSTIC PROCEDURES**

There are three (3) cases according to which a tender procedure is followed:

a) On the initiative of the Ministry, a Public Auction Tender is held for the promotion of a Management Body for each type of tourist port.

b) In case more than one application is submitted for location and concession of the use and exploitation of the same mooring zone or the same shelter of tourist boats, the concession is made by Public Tender carried out according to the application of par. 4 of article 31 N. 2160/1993, as amended and in force. It is clarified that the submission of applications takes place within fifteen (15) days after the expiration of the posting period of forty (40) days (see Opinion of co-competent Bodies - Disclosure - Posts). The managing body undertakes the obligation to carry out the planned works

for the creation and operation of the mooring zone or the shelter of tourist boats, which was granted to it by the above procedure.

c) If more than one application is submitted to the Ministry of Tourism for the location, concession of a shelter or mooring of tourist boats in front of the facilities of a hotel operating unit, the owner of the above unit is entitled, as he submits within sixty (60) days from the relevant notice. as mentioned in the section Documents for the location and creation of shelters and moorings of tourist boats. Exceeding the deadline of the previous paragraph, a tender is conducted in accordance with par. 6 of article 31 of Law 2160/1993. The project must have been completed within two years from the expiration of the above deadline, otherwise a tender is conducted in accordance with paragraph 6 of article 31 of the same law.

f. **CONCESSION OF USE AND OPERATION**

After the approval of the location by decision of the Minister of Tourism, follows the concession of the use and exploitation of the Tourist Ports by the Department of Concession Contracts, which is signed between the managing body of the tourist port and the Minister of Tourism.

The contract regulates specific issues of operation-management of the tourist port, such as the duration of the concession, the project implementation schedule, the annual fee, the insurance terms, etc.

The concession of the use and exploitation and the implementation of the projects required for the creation, operation, exploitation, and financial viability of the Tourist Ports, is done depending on the type of tourist port:

a) For marinas, a Contract is drawn up between the Greek State and the natural or legal person in favor of which the location has been approved.

b) For shelters-anchorage, a Ministerial Concession Decision is issued where the applicant (natural or legal person) is designated as the management body and then a Concession Agreement is signed between the Greek State and the natural or legal person.

g. **SUBMISSION OF A FILE WITH A SERIES OF DOCUMENTS**

Within eight months from the signing of the concession contract, the tourist port management body is obliged to submit to the Ministry of Tourism the following documents and supporting documents (Y.A.11214 / 2012 - Government Gazette 2339 / B / 21.08.2012):

The final studies and plans required for the issuance of individual permits (construction, port, etc.) for all types of projects of the tourist port and its facilities in accordance with the existing provisions and based on the Ministerial Decision of Location, of Decision approving Environmental Terms, the Contract, or the Ministerial Concession Decision. Electronic files with geospatial information (topographic diagrams) are submitted in digital form integrated in the state reference system EGSA '87.

Approved Environmental Impact Study - Decision approving Environmental Terms.
Construction schedule of the port works and its facilities.

Letter of guarantee of good performance of the terms of the Contract.

In more detail:

a) For marinas the minimum studies to be submitted are described as follows:

- General plan of land and sea zone projects (Master plan) - road plan.
- Final studies of port, technical, plumbing, projects (accompanied by a plan for fixing the positions of permanent anchorages – mooring lines).
- Final traffic study and design of a junction connecting to a public road.
- Final studies (Architectural, Static, fire protection passive - active, etc.).
- Final studies of E / M, of all projects and installations.

b) For the shelters, the minimum studies to be submitted are described below, considering in particular par. 1 of article 29 of Law 2160/1993 as amended and in force:

General layout of land and sea area projects (Master plan).

Final studies of port, technical, plumbing, projects (accompanied by a plan for fixing the positions of permanent anchorages – mooring lines).

Final design of a junction connecting with a public road.

Final studies (Architectural, Static, passive - active fire protection, etc.).

Final studies of E / M, of all projects and installations.

c) For anchorages, the minimum studies to be submitted are described below, considering in particular par. 1 of article 29 of Law 2160/1993 as amended and in force:

General plan of land and sea zone projects (Master plan) - road plan.

Final studies of port, technical, plumbing, projects (accompanied by a plan for fixing the positions of permanent anchorages – mooring lines).

Final studies (Architectural, Static, fire protection passive - active, etc.).

Final studies of E / M, of all projects and installations.

CONSTRUCTION OF LAND AND PORT WORKS

The implementation of the projects is carried out with the application of the approved final studies and after receiving the respective approvals and permits for the execution of all kinds of projects from the competent bodies.

h. OPERATION LICENSE (Ministerial Decision)

The operating license is issued at the request of the management body of the tourist port to the Ministry of Tourism after the completion of all projects and the examination of documents and documents as defined by the current institutional framework.

The management body of the tourist port may also be granted partial permits by the Ministry of Tourism for the operation of separate departments.

Documents for licensing a tourist port (par. 10.1 article 160 of Law 4070/2012)

Application for an operating license at the Ministry of Tourism accompanied by the following documents:

- a. Building permits from the competent authorities.
- b. Drawings "as constructed".
- c. Draft of the Special Operating Regulations in accordance with the provisions of article 16 hereof.
- d. Insurance contract to cover property against all risks and civil liability against third parties.
- e. Certificate of the Fire Service for the submission of active and passive fire protection studies for the issuance of a fire safety certificate.
- f. Permits for the execution of port projects and
- g. Photo marking of the port works according to the instructions of the Lighthouse Service.

For the marinas, which are used and managed by the company "Public Real Estate Company SA", for the existing and in operation, at the date of publication of Law 4070/2012, tourist ports that have not received an Operating License, as well as for the tourist ports created with the pre-publication provisions of Law 2160/1993, the transitional provisions of par. 6, 7 and 8 of article 166 of Law 4070/2012, respectively, apply.

i. **INTERNAL OPERATING REGULATIONS (Ministerial Decision)**

After the issuance of the operating license, the management body submits to the Ministry of Tourism a Special Regulation of Operation of the tourist port, which regulates the special conditions of its operation and exploitation. The general operating conditions of the port are provided by the General Regulation of Operation of Tourist Ports (K.Y.A. T / 9803/2003 - Government Gazette 1323 / B / 05.09.2003, as amended and in force).

Model Special Regulation for the Operation of a tourist port (.doc)

Documents of Special Regulations for the Operation of a tourist port:

- a) Fire safety certificate of the tourist port approved by the competent Fire Service.
- b) Contingency Plan - Contingency Plan (approved).
- c) Receipt and Management Plan for Petroleum Residues, Used Lubricating Oils and Waste.

j. **MOORING FEES (Ministerial Decision)**

After the issuance of the operating license, the management body submits for approval to the Ministry of Tourism invoices for mooring and other services provided by the tourist port.

3. OPERATIONAL FEATURES OF ZEA MARINA

3.1 ZEA MARINA - INTRODUCTION

One of the finest and well-organized marinas in the Mediterranean. Zea marina is located in Piraeus in Athens, and it is one of the finest superyacht marinas in the Mediterranean. A port with great ancient history as it was a Naval base where the fleet of triremes was built. Ruins of the ancient walls of the base can still be found in the

marina. The Naval Museum of Greece is also situated in Zea marina. The Marina, fully organized, offering modern facilities and services, was totally renovated for the 2004 Olympic Games. The total capacity is 625 berths, on both permanent and floating pontoons. Moorings are available for boats up to 150 meters long. Zea is one of the favorite marinas to crews as it is totally embraced by the city of Piraeus and there is an endless list of things you can do within walking distance from the marina. Shopping centers, cinemas restaurants, bars and all services related to yachts are in the immediate vicinity of the marina. Within the port, customers can find restaurants, bars, a swimming pool, chandlery shop and the Port Police office.

In Zea Marina can be moored yachts up to 135 meters – Mediterranean way (up to 80 meters) and by alongside with unlimited draft and with many provisions such as electricity up to 400 V / 600 A per phase.

It's a safe marina from the weather and for that reason at the beginning of the 5th century B.C. and before its development into a commercial port, Piraeus was founded according to the suggestions of Themistocles, as a war harbor with shipyards, dry docks, and other installations. One of the three natural harbors of Piraeus, the second one in size, is Zea, with the Bay of Freatida at its western entrance, a bay that owes its name to the many small wells of the area. A little later Zea became the biggest war naval base of its time and got surrounded by the ancient fortification of the town, the classic wall, remains of which can be traced back in the marina as well as in many other places of today, Piraeus. Zea Marina is 40 kilometers far away from the international airport of Athens and 5 minutes from the main port of Piraeus. Today, Piraeus is the largest port of Greece being for millions of tourists every year the starting point to the Aegean islands, the Saronic Gulf, and the island of Crete. The area extending downwards the Marina from Mikrolimano until Piraiki is the most commercial, lively, and crowded area of Piraeus. Wonderful little harbors with beautiful restaurants, coffee shops and bars, offer entertainment during your free time. From Zea Marina you can go easily to the Saronic Gulf and the Cyclades. The Saronic islands of Aegina, Poros, Angistri, Hydra, Dokos, Spetses and the Peloponnesian coast offer smooth sailing sheltered from strong winds. The Saronic Sea is highly recommended for easy sailing, especially in July and August for avoiding the strong winds of the Aegean. Along this route you will find many cosmopolitan towns, ancient temples, Byzantine castles, small fishing ports, unspoiled anchorages, and magnificent sandy beaches. Another possible is that to the Cyclades. This is the central group of islands in the Aegean consisting of 21 islands and 20 smaller (Mikonos, Santorini, Milos and much more). The Cyclades are considered by most to be the typical part of Greece. Charming white house and windmills, beautiful sunny beaches, ancient ruins, small taverns with good food and wine can be found everywhere. Furthermore, in Zea Marina you can easily visit Athens and to meet the civilization, the history, and the architecture of Greece. You can visit Acropolis, the ancient city, plenty of archeological museums and Lycabettus. Port Police office is next to Zea Marina's administration office for any arrangement regarding the documentations of the yachts. Use of helicopter is permitted after giving the relative license.

3.2 BERTH ALLOCATION

BERTH ALLOCATION	
Category	Berth No
From 3 to 8 meters	144
From 8 to 10 meters	57
From 10 to 12 meters	104
From 12 to 15 meters	120
From 15 to 20 meters	94
From 20 to 25 meters	42
From 25 to 35 meters	26
From 35 to 50 meters	32
From 50 meters and above	6
Total	625



Port Plan of Zea marina 1

3.3 GENERAL & SPECIAL REGULATION OF OPERATION

Below we are going to deeply analyze all the internal operations of Zea marina that govern all the facilities and installations which are located inside its established zone. Each chapter represents a different operational part of the marina as per the analysis below. Zea marina operates under an internal operation regulation which presents all the requirements asked by all the accommodated boats to be complied with. The geographical coordinates of the entrance of the tourist port as it has been surveyed on the map of the Hydrographic Service of the Navy are:

LATITUDE 37° 56,2' N.

LONGITUDE 23° 38,9' E.

Beneath the particular control are obligated those who utilize or are inside the Marina's Sea or land areas and generally serviced by Marina Zea port. The present "Regulation of Operation" was written in accordance with the articles of the "General Regulation of Operation of Tourist Ports", T9803/5-9-2003, published at the GOVERNMENT GAZETTE 1323/B/16-09-03). All the marinas by joint decision of the Ministers of Culture and Tourism and Development, Competitiveness and Shipping, a General

Regulation for the Operation of Tourist Ports is established. The Regulation applies to all marinas, berths and tourist boat shelters, regardless of their management body (public or private) and the time of their operation. The General Regulation of Operation of Tourist Ports regulates issues of operation and safety of these ports, such as:

- a. Security and protection measures against fire, pollution and any other danger within the port area that cannot be prevented by showing due diligence, according to business ethics.
- b. Environmental protection, cleanliness, and order of the port.
- c. In addition to the payment of the value of the invoices, the obligations, and responsibilities of the owners of the moored boats and those who use the services of the tourist port.
- d. The arrival and departure of the boats, their mooring, stern mooring or mooring, as well as their occupation and stay in the tourist port.
- e. The traffic, according to the provisions of the Road Traffic Code, trucks, and passenger cars, as well as other wheeled vehicles within the tourist port.
- f. The provided facilities and services of the boats.
- g. Any other issue related to the safety, protection, and proper operation of tourist ports.

The violators of the operating regulations of the tourist ports are imposed by the competent Port Authority, regardless of other sanctions that may be provided, the sanctions of article 157 of the Code of Public Maritime Law. (Legislative decree 187/1973 (Government Gazette 261 / A / 1973)).

After the issuance of the operating license, the management body submits to the General Secretariat of Tourism a Special Regulation for the Operation of the Tourist Port. By Decisions of the Minister of Culture and Tourism, published in the Government Gazette, the Special Regulations are approved for each of the ports of paragraph 1. The approval decisions of the previous paragraph are issued within one month from the submission of the Special Regulations to the competent service of the General Secretariat of Tourism. In case of inaction of the above period, the Special Regulations are presumed approved. These regulations regulate the special conditions of operation and operation of each tourist port and in particular the following issues:

- a. The organization of the administration, the staffing, and the special operating conditions of the tourist port.
- b. The clear definition of the boundaries of the zone (land and sea) of the port.
- c. The type of vessels, the size (minimum - maximum) per unit and the number by category of vessel, as well as the total number of vessels that can be moored.
- d. The manner of disposal of the berths of the vessels in the port and their anchorage system.
- e. The services and services provided, including the services of persons with disabilities.

- f. Security and protection measures for vessels and port users.
- g. The arrangement of traffic, stopping and parking of wheeled vehicles and the corresponding marking within the tourist port in proportion to the application of the provisions of the Road Traffic Code.
- h. Any other issue related to the smooth and orderly operation of the port.

Under an international tender which was conducted by the Public Properties Company, tourist port of Zea marina is leased and vested with company name “Zea Marina S.A.” after signing the long-term concession agreement. The Company is managed by the Board of Directors and the members of the Board of Directors may be legal entities that must appoint a natural person for the exercise of the legal entity’s powers as a member of the Board of Directors. In addition, the members of the Board of Directors are elected by the General Management of the Company's shareholders that determines the number thereof each time and is automatically extended until the first Ordinary General Meeting after the expiry of their term, but which cannot be longer than six years.

The Organization Chart of the company is based on the departments below:

- A. Administration Department responsible for:
 - ❖ For responding to all the berth requests and providing the respective berth places
 - ❖ For the landside part of the marina including rental agreement, service charges etc.
 - ❖ For the safety, the maintenance, and the cleanliness both in land and seaside of the port, and in general for all the precautionary measures taken for the protection of the port from any kind of danger.
- B. Accounts Department
 - ❖ The Accounts Department is responsible for the financial statement of the marina, the updated tracking of double-booking records (keeping of books, issuing of invoices, receipts, payments, etc.) and issues subjects concerning the relations between the personnel and the Company such as payroll procedures, and all issues regarding the insurance organizations.
- C. Technical Support Department
 - ❖ The Technical Support Department is dealing with repairs and maintenance issues of the marina as far as it concerns land or seaside installations.

The personnel of the marina are available on a 24-hours basis for the excellent operation handling. All the staff is qualified and properly skilled enough in order to be able to confront all the port needs for the smooth marina operation and all the services provided to all the potential customers. Based on the Internal Regulation of Operation, approved by the Board of Directors, the marina staff has straight lines regarding the proper execution of the marina operations. All these guidelines are managed in relation to their area of application, and they are updated if necessary. In addition, the Marina Management may relegate, with the choice of the Board of Directors, and concurring to standing directions, port’s administrations, such as guarding, cleaning, electrical and building support etc. to outside specialists’ collaborators.

3.4 ARRIVAL PROCEDURE

Charter or private yachts may utilize the berthing and other facilities and establishments of the marina, given their length is from 3 to 150 meters and their draft does not surpass 10 meters. In agreement with the current conveyance of compartment places, the marina has the capability to have 625 yachts in add up to, because it is displayed within the taking after table: All mooring spaces are bordered at the interior zone of the Marina and at the lee pier. The Administration of the marina keeps the correct of changing the dissemination of the mooring places per lesson, in arrange to cover the current needs of mooring. All vessels drawing closer the marina ought to set up communication with the marina office, on VHF channel 9, hold up for passage authorization and follow the marina's faculty instructions pertaining to the secure moving interior the port. The correct to field within the marina should be subject to a relative application to the marina administration, tended to by the proprietor, his lawful agent or the captain of the boat, and the written acceptance from the tourist port.

Astern or alongside berths (permanent or provisional) will be only made accessible to candidates by the Marina's Administration, in understanding with the measurements, sort, needs of the vessel and time period of remaining within the harbor. The Administration Dept. of the marina is entitled, at its absolute discretion, to alter such berth places agreeing to the requirements of the tourist port. Anchoring, mooring (alongside or stern to) is denied to all yachts as well as the occupation of any compartment within the marina, is denied to all yachts, unless the berth is shown by the authorized faculty of the port. All vessels within the harbor ocean zone, ought to keep up a cruising speed, less than five (5) knots. Captains of yachts arriving/departing to/from the marina are obliged to completely comply with the Universal Direction for Dodging Collisions at Ocean and the current route security rules. It is not allowed for every vessel to continue to a direction opposite to the entrance of the marina, to deter the route and circulation channels of the marina as well as to outsail another approaching or active vessel. Mooring to a Marina's lasting or temporary billet (toward the back or nearby), by any vessel, affected beneath the Adm. Dpt. informational as well as its moves interior the harbor, are made beneath the elite risk and obligation of the dispatch proprietor or the captain of the vessel. Instantly after the entry, within the marina, the yacht owners or the captain are obliged to:

- a. Fill all the appropriate documents given to them by the marina staff, advise the Administration for the actual dimensions of the boat as well as any other report required by the Administration of the harbor and provide duplicates of these reports to the office of the marina.
- b. To inform the marina for any issues, harms or surrenders the yacht may have.
- c. To inform the Organization Dept of the Marina for waste disposal needs

Greek vessels being moored must have all essential certificates issued by the Greek authorities or the particular outside authorities in the event that they fly a foreign flag as per the distinction below:

Private Boats

- ❖ Official Registry
- ❖ Insurance

Charter Boats

- ❖ Official Registry
- ❖ Insurance
- ❖ Tonnage Certificate
- ❖ Charter License
- ❖ Declaration of VAT exemption

The vessels' owner, agent or captain might be able to display a valid insurance contract with a legitimate and recognized insurance organization, against at least the taking after risks:

- a. Third party liability for damage or death
- b. Third party liability for fabric damages
- c. Ocean water pollution
- d. Wreck lifting and transfer outside of the marina area.
- e. Partial or add up to burglary of the boat. In case there's not a substantial protections contract, vessel's mooring isn't accepted.

All moored yachts got to continuously be in astounding condition of seaworthiness. Not secure vessels, which, due to this reason, may most likely make harms to other vessels or the marina establishments, are not allowed to enter the marina. The owner of any vessel ought to distribute the fundamental equipment for the secure and proper mooring of his vessel, and he is obliged to require care of the secure mooring of his vessel, for which he is exclusively dependable, and he must moreover take all prudent measures given for by the encounter at ocean, the relevant arrangements and this Regulation regarding any misfortune or harms to people or. The owner must also beware of the great condition of the mooring gear, and he is obliged to supplant in any harmed part.

The staff of the marina inspect the way of mooring of the yachts and may proceed to recommendations to the owners – experts so that they take more secure measures for mooring based upon the involvement at sea. In case of noncompliance with the suggestions of the marina's faculty, the Administration of the touristic port the essential activities for the security of the vessel, charge the proprietor with the taken a toll of the made costs and at long last to upbraid the mooring contract. The customs that are in effect for exploring joy yachts within the Greek ports (clearance for cruising, group and passengers' records, approval of reports/ certificates, etc.) are moreover in impact at the port of Zea marina. The owner, agent or captain of each watercraft accept risk for any harm caused by the pontoon, counting carelessness, to the establishments, hardware, and faculty of the marina as well as for any third-party fabric harms or staff injury. The crew of the boats as well as any other person added from the owners or the masters of the boats must be disciplinary and quiet during the working hours, not make any noise

and must comply with the instructions and guidance of the marina's personnel, for matters pertaining to the operation of the port, as well as, to the present regulation.

In case of an emergency, the owner should comply with the fact that the marina management is forced to enter the boat on a 24-hour basis, especially in case of an urgent changing of a berth. The marina management, under its exclusive judgment, may demand that a vessel changes its berth or leaves the marina, under the following conditions:

- a. This change is strictly related with the proper operation of the tourist port.
- b. There's a plausibility of causing harm to another vessel, threat of destruction or sea pollution.
- c. The yacht is disgracefully or illicitly involving a specific berth.
- d. The mooring agreement has been censured by the marina

Furthermore, anchoring is allowed anywhere inside the port area only in cases of emergency and upon the approval of the Management. The statement ought to be tended to the vessels' owner, captain or representative, because it has been announced as well as to the pronounced address. If the previously mentioned information is not known, the statement is attached on a visible portion of the pontoon, and this will be also notified to the relevant Port Authority. If the deadline expires without action, the managing body, the relevant costs are borne exclusively by the owner or the representative of the boat. In case they refuse to pay the relevant amounts, they are paid by the management body and are sought by the above who are fully responsible.

3.5 SERVICES PROVIDED

MAIN FACILITIES & SERVICES

- 625 berths
- Max LOA: 150 m
- Max draught: 9 m
- Electric power 220 / 380 V, 16-650 Amps
- Phone connection
- Waste Disposal/Sewage vacuum station
- 24-hour security services
- Port Authorities
- Wi-Fi internet access
- WC / Shower / Laundry
- Car Parking
- Swimming pool
- Chandlery and Convenience Stores
- Restaurant, coffee shops and bars

The flow within the following services and facilities is provided at the tourist port following to the analysis below, based on the time schedule of the different departments related:

- i. The vessel arrives in the port and the sailors are leading her at the indicated berth place. (stern or alongside).
- ii. Water supply is provided through prepaid cards given either by the respective department (out of office working hours) or from the Front Office (during office working hours).
- iii. Electricity is also provided (220-380w) within all the berth places through respective pillars connected with prepaid cards given either from the electricians or from the Front Office representatives.
- iv. Bunkering is provided only at specific berth places from external suppliers such as oil-trucks supplied with the appropriate licenses.
 - v. Portable devices of 12 VDC and 24 VDC for charging of batteries.
 - vi. Facsimile capability at the reception office.
 - vii. Wi-Fi connection through vouchers given from the Front Office representatives.
- viii. VHF communications. Channel 9 is used both for internal communication of sailors and between boats moored in Zea marina and sailors.
- ix. Vacuum system for sewage disposal and for oil and bilge wastes from the boats.
- x. First Aid services (at the Front Office of the marina).
- xi. W.C. and showers are provided on a 24-hours basis both for men, women as well as for disabled persons.
- xii. Useful List is provided during Check-in procedure for launderettes (external partners of the marina).
- xiii. Mail services (at the Front Office of the marina).
- xiv. Firefighting system including installed network and firefighting bollards along the piers and floating pontoons
 - xv. Garbage and waste disposals from specific collection points, inside the port.
- xvi. Inside different locations of the touristic port, lifesaving equipment is located, in such way for covering all the possible areas. Unfortunately, the tourist port of Zea marina doesn't provide plenty of storage spaces, in order to be used by an arrangement with the Management of the port. As it were things which cannot be denaturalized, appropriately pressed into wooden boxes, cans or other extraordinary pressing, are acknowledged for capacity.
- xvii. Refueling is as it were allowed at the Marina Fuel Station or by means of oil vehicles. Within the case that refueling is made by oil vehicles it is required that they carry the suitable licenses which they completely comply with all working, security, and natural arrangements as they are decided by the individual national and universal controls and the Administration of the port.
- xviii. The tourist port provides slipway facility, a limited dry-docking areas for small boats (up to 6 meters). Lifting of any vessel, cleaning of its underwater part or any other work at the shore area of the port, as well as the use of the slips are made only after the permission of the Management of the port.

4. MOORING FEES

For the provided facilities and services to the moored boats, the Directorate of the tourist port collects from the obligors the corresponding docking fees and other rights. Mooring charges for private or commercial vessels are his mooring price list for the current year. The mooring fees charges are calculated according to the total length of the vessel at which also includes any additions, platforms, etc. Furthermore, auxiliary dinghies (pontoons or other vessels) are moored as long as they are in the sea or land tourist area port, and they will be charged accordingly. All the other charges for services and benefits are listed in the Mooring Price List of the year. Obligated for the payment of the above charges and rights is the shipowner or the legal representative or user of the vessel who is also responsible in its entirety with the shipowner as the first debtor. Berthing fees and charges for arriving boats should be paid in advance upon their arrival and shall cover the time period agreed upon with the marina. For the purpose of calculating mooring charges or charges for storage ashore, the 24-hour period (commencing as of the midnight thereof) within which the vessel arrived at the marina will be regarded as first day. The above-mentioned provision shall apply when no date of commencement of payment of mooring charges has been agreed upon prior to the vessel's arrival. If a vessel sails or leaves its berth, due to any reason whatsoever, prior to the period agreed upon, the marina is not obliged to reimburse the charges paid in advance. The charging of these boats is interrupted only in the event that notify in writing the Port Address by the owner or the captain of the vessel that they do not wish to retain the right mooring and from the day of submission of the above document notification and after. Vessels that remain moored in the port for a period of time greater than one month, must pay at least each month and within the first 5 days of it, the mooring charges. The delay in the payment of mooring fees for more than 30 days automatically entails the loss of any right to moor the boat and the Port Authority is given the right to terminate any discounts provided to the boat and remove this from the port without any claim of its owner at all boat for compensation. Furthermore, vessels that sail even temporarily from the tourist port must have repaid all debts to the port at least until the day of departure otherwise non-payment of any kind of debt automatically entails the loss of each the berthing right of the vessel. Every possible delay in payment of fees for mooring or other services, implies the imposition of legal default interest independently from other sanctions that may be provided or legal action in accordance with current legislation.

Vessels with more than one hull (MULTI HULLS) or other similar technology that changes the conventional length-width ratios, pay mooring charges with a charge according to the Price List of the current year. The boats that take refuge in the port, due to bad weather, are exempted from the payment of mooring fees until the lifting of the ban, according to the announcements of the competent Port Authority. The stay of any vessel in the port requires the permission of the Port Management Department as well as the payment of a corresponding mooring fee. For a period of up to two (2) hours, the payment of a similar mooring fee is not required. If the boat during this period makes use of the port facilities (e.g., consumption of electricity or water, waste disposal, etc.) will have to pay the corresponding price. Commercial vessels that arrive at the

tourist port for a short stay in order to disembark or board customers or make use of the port facilities, are obliged to pay a daily mooring fee. For the safe observance of the terms of the General and Special Regulations of the Tourist Port, it is possible:

- a) to pay a guarantee, which remains at the Directorate of the tourist port and is returned interest-free upon termination of the mooring contract if all its terms are met
- b) freezing the corresponding amount of money by credit card. The guarantee is in no case offset by fees or other obligations.

ZEA MARINA PRICE LIST 2021 (€)				
LOA (m)	DAILY	MONTHLY	YEARLY	NOTES
3	7	66	698	1. PRICES
4	9	90	942	a. Prices do not include VAT 24%
5	10	107	1.132	
6	10	127	1.346	b. The mooring charge is calculated based on the LOA length rounded to the nearest integer.
7	21	241	2.546	
8	24	297	3.146	
9	26	348	3.678	c. Correspond to stern berthing. Alongside berthing is charged +100%
10	39	422	4.455	
11	43	500	5.282	
12	46	592	6.261	d. Berthing at dock "B" is charged + 10%
13	49	679	7.191	
14	51	773	8.176	
15	72	862	9.131	e. Water and electricity consumption according to prepaid cards.
16	78	989	10.465	
17	81	1.090	11.542	
18	85	1.192	12.619	f. Daily fees are valid from the time of arrival until 12:00 of the next day.
19	90	1.278	13.531	
20	108	1.363	14.855	
21	113	1.462	15.926	g. Annual price includes discount which applies only to prepayment.
22	119	1.559	16.997	
23	124	1.650	17.980	
24	126	1.738	18.938	h. Extra charge 75% for Catamarans.
25	149	1.825	19.895	
26	155	1.902	20.740	
27	161	1.990	21.697	i. Service charges (starting from 10m LOA): - 0,02 € / m2 / day - 0,60€/m2 / month (Use of Vacuum, Wi-Fi, Security, Parking, Waste management, Berth maintenance)
28	166	2.076	22.630	
29	172	2.162	23.575	
30	178	2.488	27.115	j. Charge of electrical connection or disconnection - Monday-Friday 22:00-06:00 - During Weekend 18:00-10:00 - Three phases current: 70 € + VAT - One phase current: 50 € + VAT
31	183	2.620	28.564	
32	190	2.740	29.875	
33	197	2.860	31.185	j. Charge of electrical connection or disconnection - Monday-Friday 22:00-06:00 - During Weekend 18:00-10:00 - Three phases current: 70 € + VAT - One phase current: 50 € + VAT
34	202	2.997	32.672	
35	276	3.109	33.894	
36	286	3.244	35.368	j. Charge of electrical connection or disconnection - Monday-Friday 22:00-06:00 - During Weekend 18:00-10:00 - Three phases current: 70 € + VAT - One phase current: 50 € + VAT
37	293	3.392	36.981	
38	301	3.527	38.443	
39	308	3.648	39.766	j. Charge of electrical connection or disconnection - Monday-Friday 22:00-06:00 - During Weekend 18:00-10:00 - Three phases current: 70 € + VAT - One phase current: 50 € + VAT
40	295	4.545	50.496	
41	304	4.678	51.972	
42	309	4.809	53.424	j. Charge of electrical connection or disconnection - Monday-Friday 22:00-06:00 - During Weekend 18:00-10:00 - Three phases current: 70 € + VAT - One phase current: 50 € + VAT
43	319	4.939	54.876	
44	324	5.072	56.352	
45	501	5.201	57.780	j. Charge of electrical connection or disconnection - Monday-Friday 22:00-06:00 - During Weekend 18:00-10:00 - Three phases current: 70 € + VAT - One phase current: 50 € + VAT
46	510	5.343	59.364	
47	519	5.481	60.900	
48	530	5.613	62.364	j. Charge of electrical connection or disconnection - Monday-Friday 22:00-06:00 - During Weekend 18:00-10:00 - Three phases current: 70 € + VAT - One phase current: 50 € + VAT
49	539	5.743	63.804	
50	551	6.273	69.696	
51	561	6.419	71.316	a. Mooring fees are paid in advance.
52	573	6.566	72.948	
53	585	6.713	74.580	
54	596	6.860	76.212	b. Delayed mooring or services fees shall be subject to the default interest.
55	608	7.008	77.856	
56	620	7.154	79.488	
57	633	7.299	81.096	c. Paid fees cannot be refunded.
58	644	7.447	82.740	
59	655	7.593	84.360	
60	667	8.156	90.612	a. Boats are not allowed to sail, unless fees are paid.
61	680	8.381	93.120	
62	693	8.606	95.616	
63	706	8.834	98.148	b. Check-out time 12.00 of the departure day.
64	716	9.060	100.656	
65	729	9.284	103.152	
66	734	9.513	105.696	b. Check-out time 12.00 of the departure day.
67	745	9.737	108.180	
68	752	9.963	110.700	
69	765	10.188	113.196	b. Check-out time 12.00 of the departure day.
70	773	10.414	115.704	

5. USER'S PRIVILEGES - RESPONSIBILITIES

Those that utilize sea or land area and the establishments or accept any of the marina's rendered administrations, beneath the marina's administration direction or not, act continuously on their possess risk. In expansion, those who in any way move within the area of the tourist port ought to comply with the enlightening or recommendations of the authorized staff and the marina staff. Berth owners of the tourist port are not permitted to sublease their mooring berths to third people indeed for transitory utilize, as well as to alter the berths between them. Vessel owners firstly ought to inform the marina administration in writing, of the people who represent them during their nonappearance in conjunction with the representation acknowledgment and secondly to inform the marina administration in composing, around any arrangement of guard not existing in the crew list. Vessels flying a non-Greek flag may delegate an agent, permanent resident of Athens or Piraeus, being mindful for the pontoon against the marina, being responsible for the boat against the marina. In the case of an alter in a yacht's ownership the previous owner or seller must inform the Marina in composing without delay educating the marina of the points of interest of the unused proprietor or buyer, such as title, changeless address, and the date of alter of proprietorship. Both the new owner and the previous owners expect duty for the installment of any exceptional berthing expenses, charges, or debts to the marina. The right of mooring isn't individual, but it alludes to the particular pontoon, claimed by the particular proprietor for whom the mooring authorization is allowed. In case of possession alter, the modern proprietor wishing to proceed the remain of the vessel at the tourist port, should follow the significant method of mooring application. The previously mentioned also apply within the occasion of consolidation, in any case from the reality that the first proprietor of the watercraft or the owning company takes an interest in it, or in case of an S.A. or Ltd., the whole or the lion's share of the offers are transferable to thirds are transferable to third persons, or in case of a personal company or a S.C., the total or the majority of the participation shares are transferred to third persons.

Except of the aforementioned responsibilities, it is not permitted to leave any materials or boat equipment within the Marina's premises, like trailers, tools, sails, rubber pipes, cables, etc. The tourist port assumes no liability for damage or loss of the aforementioned items. The vessel's owner is charged for any storage or removal costs incurred. Moreover, clients of the tourist port are not permitted to take off any materials or gear of the traveler harbour, like ropes, chains, cables, gadgets, or other parts, amid the mooring or after the takeoff of their watercrafts as well as causing of harms to the gear. The previously mentioned are charged with all occurring costs for the substitution or repair of the hardware harmed or misplaced. In case a boat causes harms to the fields of its compartment, the offices, and establishments of the visitor harbour or to other watercrafts, is obliged to repair all harms. Trucks, cars, and other vehicles are not permitted to remain at the wharfs and the rest coastal ranges of the marina past the fundamental time, required for taking or taking off travelers and for stacking or emptying baggage or other things. All vehicles ought to stop as it were at the assigned ranges. Punishments agreeing to the current law, are forced by the relevant Port Authority to those vehicles, which don't comply with the activity and car stopping signs,

the instructions of the marina's Management and the instructions of the Port Authority. The administration of the marina keeps the right to remove stopped cars, which affect the secure and smooth operation of the marina, having no risk for any harms caused during such evacuation. The Administration of the marina is entitled to deny the entrance or stopping of a vehicle at the tourist port, if it is accepted that it'll disturb the safe, tranquil, and smooth operation of the harbour. Moreover, the Administration of the marina may be entitled to deny the entrance to vehicles when the parking spaces are full.

Small boats or trailers parking or remain at the marina's shore region, isn't permitted without the earlier consent of the Administration of the harbour. Proprietors, their agents, experts, or watercraft groups, are not permitted to put any sort of developments, changeless or brief, made by themselves, on the breakwaters, the wharfs, or other spaces of the harbour, for capacity purposes of little things, instruments, ropes or chains, without the composed authorization of the marina's Administration. Noises, which may aggravate the calm and smooth operation of the visitor harbour, are not permitted in addition to paste advertisements, signs or notes to put tents or flags at any range of the port without the written authorization of the Administration of the tourist port. It isn't permitted to abandon animals and pets on the vessels or at any other region of the marina without the nearness of their proprietors or team individuals. Pets must continuously be beneath their owners' care to avoid disturbance of the marina. The Administration of the marina may, in case considered vital, inquire the owners of the pets to evacuate the animals, particularly when this require is due to wellbeing dangers or due to other customers' annoyance.

The swimming also is one procedure that it is no permitted within the sea area of the marina. Utilize of windsurfs and jet skis isn't permitted within the ocean zone of the marina. Fishing isn't permitted within the ocean range of the tourist port No underwater activities are permitted within the sea area of the tourist port without the consent of the Administration. The entrance to merchants or other people carrying out any sort of commercial exercises are not permitted without the consent of the Administration of the tourist harbour. It isn't permitted to utilize the marina's VHF channel, for private communication. It isn't permitted to utilize plugs or any other transitory associations for providing the pontoon with power from the benefit bollards. For any kind of issue, no endeavor on the bollards is permitted by unauthorized people. Moreover, it isn't permitted to put any things (e.g., clothing, bicycles, etc.) on the serviced bollards. Utilize of the boat's radar interior the tourist port isn't allowed. Motorbikes are not permitted to move on the coasting but the marina's ones. Barbeque isn't allowed either onboard or at any range of the marina. Utilize of firecrackers or flares isn't permitted within the shore or ocean ranges of the tourist port. Washing wheeled inside the tourist port isn't allowed. In case there's authorization from the administration of the tourist port, must be utilized a particular place. The Management of tourist port has the correct to transfer/remove a parked vehicle so as the smooth operation of the marina and the administrations given to its clients are guaranteed. The marina has not any obligation by this transfer/remove.

6. LANDSIDE FACILITIES

The shore zone of the tourist port includes all fundamental building installations for the total comfort of the boats' passengers and their guests. Different activities (commercial, traveler etc.) are developed at the shore establishments either by the Administration of the port or person subleases to whom the administration of the traveler harbour may rent spaces in which they are able to carry out their proficient exercises. The subleases of the shore spaces are obliged to get all required licenses for the fitting operation and misuse of their space, and they are too obliged to comply with all the relevant marketing, police, and other arrangements especially with those relating to cleanness of the spaces, anticipation of clamor, and wellbeing and security of the open and the staff. The subleases of the shore spaces are obliged to get the composed authorization of the Administration harbour earlier to any alter of the exterior of their spaces (change of colors, put of advertising signs, flags, tents, etc.).

7. ENVIROMENTAL PROTECTION – WASTE DISPOSAL

The Administration of the tourist port, the moored boats, as well as those who utilize the offices of the sea and shore areas of the port, are obliged to comply with the current arrangements for the environment protection. The tourist port keeps an Environmental Protection Plan the objective of which is to minimize the consequences to the environment in case of sea pollution. The tourist port is prepared with the fundamental implies against sea contamination (booms, sorbets, etc.) which are utilized in agreement with the current Environmental Protection Plan. Collection and administration of any sort of deny is made in agreement with the current endorsed Deny Administration Arrange, which bargains with the waste disposal, the wastewater and sewage, the drifting wastes, and the extraordinary wastes (batteries of chemical packing, etc.). The tourist port is prepared with an introduced system for pumping out sewage and oil contaminated water, the utilize of which is made after a course of action with the Administration of the harbour. The charge for this service is made in connection to the amount of the residues. It is forbidden for any materials which may cause natural contamination, such as, sullied oils, squanders, buildups, washing machine buildups, cleanser, etc., to be catapulted at the shore and ocean zones of the harbour. Disposal of waste must be done only during the defined by the administration time plans, as they are expressed on the announcement boards. The waste is to be arranged of inside the appropriate bags and within the extraordinary cans. The Administration of the tourist port takes care of the regular collection of the garbage as well as of the everyday cleaning of the shore and sea ranges and the marine installations of the harbour. Anybody causing marine contamination accept obligation for cleanup costs and fines which will be forced by the important specialists in understanding with the current controls.

8. OTHER PROVISIONS

Those who utilize the port's sea or land areas, will be subject to the controls given by the law in force with respect to harbour zones (port control, traditions control, environmental protection control and any other relevant control). The tourist port is insured according to the given from the agreement between the Hellenic Tourist Estates and the Marina for the following:

- Civil Liability of the Marina's operation,
- Fire and other Dangers for the facilities and Employment Liability.

The tourist port might have no obligation for damages relating to any loss at all which may be caused to boats moored or stored ashore by reason of unforeseeable or fortuitous events or by reason of unforeseeable normal and weather phenomena. Moreover, the tourist port might have no liability for any loss, theft, harm, partial or add up to breakdown of the moored boats or of any other thing which belongs to the boat, or to the ship-owner, as well as for damage of a part of the crew or the passengers of the boat. Liable for the previously mentioned is the ship-owner or the master of the boat. The provided by the port's staff administrations and offices to the boat, don't relieve the ship-owner or the master from previously mentioned liabilities.

In case that an illegal act or accident, fire, pollution, or collision occurs, inside the sea or shore areas of the tourist port, causing any damage or harms, the provisions related to the operation of the ports, are fully applied, by forbidding the departure of the boat, which was included in such an accident, until the completion of the legal procedures. Other than the previously mentioned penalties, the tourist port keeps up the right for compensation of any coordinate or indirect harm related with the previously mentioned activities.

Administration of the tourist port of Zea Marina gives to the vessels' owner, agent or captain, whose mooring is approved by Zea Marina port, copy of Zea Marina's regulation of operation. In case the one that's given the above regulation could be a foreigner, the regulation is being translated in English. Mooring, leasing of land space and utilize of the port's services by vessels, presupposes full information and unreserved acceptance of all of the terms of this Regulation, by the vessels' proprietors and captains who guarantee and warrant compliance therewith, something else being completely obligated towards the harbour and any other third party.

9. MAINTENANCE

Repairs, support and by and large any advancement of the establishments of the port are not permitted to staff not authorized by the marina. Large scale support or alteration works are not permitted on the moored watercrafts. For the execution of any work onboard, the proprietor is dependable to get each required allow, as well as to require all essential safeguard measures, in understanding with the Greek legislation. For any repair or support work on the pontoons, the earlier information the prior information of the Management of the tourist port is required, and the issuing of a relevant permit by the marina, and the issuing of a pertinent allow by the marina. The marina administration will decide the working hours during which the everyday cleaning, minor repair works and charging of the batteries, are permitted. In any case of carrying out repairs or upkeep works on yachts, an announcement must be made by the yacht proprietor or the captain, expressing that the person(s) who have attempted the works are secured by Public Insurance which the yacht owner accept liability for any third-party material damages or personal injury caused by such person or persons. The owner is also responsible for these persons to fully comply with the current laws, and health and

safety regulations. The Administration of the tourist port guarantees the customary and remedial maintenance of the port's establishments, concurring to the Preventive Maintenance System (PMS). In this regard, an operational control and preventive upkeep framework of the equipment and offices of the port, is connected, in arrange to keep the port in great shape and completely operational. All of support and repair works are carried out in agreement with the rules of the science and hone and in such a way which minimizes the disturbance of the port's clients and continuously beneath the enlightening and observation of the Safety Officer. The Management of the Port guarantees that repairs works or malfunctions fixing, of the port's establishments and hardware, are carried out the soonest possible.

9.1 MANAGEMENT BODY

The management/ administration body of Zea marina should be always in line with the regular and emergency maintenance of the tourist port as well as the control of the smooth and proper operation of its facilities. Furthermore, in addition to the aforementioned, it is vital to be aware of all the possible repairs of onshore and port facilities, lighting, and other electromechanical installations as well as all types of equipment in order to comply with the instructions of the competent bodies, so that

the port is maintained in full and perfect operation. All the respective maintenance works should be executed by the relevant personnel and supervised by the Assistant Marina Manager and always to be complied with the rules of science and art and in a way that minimizes user inconvenience. In case of an unexpected damage, management body should be able to recover it either within 24hours or as soon as possible based on the expansion and the effect of the specific damage in order the electromechanical installations facilities of the tourist port to be immediately functional.

9.2 YACHT'S COMPLIANCE

Except of the aforementioned instructions concerning the proper maintenance from marina management side, kindly note that also the boats should be aware of the basic works allowed during their mooring period in Zea marina. It is quite important, upon the check-in procedure, both the captain and the crew to be informed by the administration office about all the works that may not cause any damage or unexpected pollution. Following the table below, all these works are demonstrated.

CATEGORY	No	DESCRIPTION
(A) EXTERNAL WORKS	1	MAINTENANCE - REPLACE PART OF THE ANCHOR'S CHAIN
	2	MAINTENANCE - REPLACE OF THE ACHOR'S CAPSTAN
	3	TOPICAL REPAIR OF THE DECK - TEAK etc.

	4	REPLACE OF INOX
	5	REPLACE OF WIRE ROPES
	6	REPLACE- REPAIR OF THE LADDER
(B) YACHT'S WORKS	1	REPLACE OF THE SIDE LIGHT
	2	TOPICAL REPAIR OF THE FLOOR - RUBBERS - VARNISH
	3	TOPICAL MAINTENANCE OF THE BOAT (SCRATCHING - PAINTING) SURFACE UP TO 1 m
(C) SUPERSTRUCTURE'S WORKS	1	COMMUNICATION SERVICE - RADAR-SATELLITE-ANTENNA etc.
	2	REPAIR OF THE WINDOWS' RUBBERS -WINDOWS REPLACE
	3	REPLACE - REMOVAL OF LIFE RAFTS
(D) INTERNAL WORKS	1	REPLACE OF WALLPAPER
	2	REPLACE OF CARPET
	3	REPLACE OF THE WOODEN SURFACES & SUSPENDED CEILINGS (TOPICAL)
	4	FURNITURE'S REPAIR a) cabinets b)parquet etc.
	5	ELECTRICAL WORKS
(E) ENGINE ROOM'S WORKS	1	DISLOCATION OF THE PUMB
	2	DISLOCATION OF THE GENERATOR
	3	CLEANING & PAINTING OF THE ENGINE ROOM'S GRID
	4	CLEANING OF THE AIR DUCTS, AIR CONTIDIONING'S WORKS
	5	MAINTENANCE - CLEANING BIOLOGICAL SYSTEM
	6	MAINTENANCE OF THE ENGINE - TURBO, REFRIGIRATORS, A/C, EXHAUSTS etc.
	7	REFRIGERATIVE'S WORKS

10. EMERGENCY RESPONSE PROCEDURE

The aim of the specific procedure is to identify the emergency situations that may occur in Zea Marina, to describe how the personnel should react, the measures taken to prevent such situations as well as to determine how the management ensures that its staff are properly trained to perform their duties properly and effectively. The tourist port is prepared with all fundamental implies and takes all preparatory measures of defending and securing the vessels and the offices and establishments of the port in accordance with the current regulations for the avoidance, safety measure and encounter of fire and mischances as well as for the protection of people and materials which are interior and are moving inside the ocean and arrive range of the port. The Management of the tourist port has an Emergency Response Plan, that's attending to be assist analyzed inside the following chapters, which empowers the marina staff to respond against crisis circumstances like blast, fire and extraordinary climate conditions, wounds of people etc. The arrange depicts the mode of response and the measures which are taken for avoiding such conditions. The management of the tourist port guarantees that the faculty of the tourist port are qualified and prepared as fitting for executing its obligations viably. For the confrontation of crises and for the coordination of activities to be made rapidly and successfully, the Administration of the tourist port has established the Marina Emergency Group which is called as soon as a crisis happens in any case of the day and time. In case that a vessel is in peril due to blast, fire, spill, etc. and there's an inescapable peril for the security of people, other vessels, or the port's establishments, the related with the application of crisis measures, arrangements of the Port Regulations, are connected. The port's faculty surveillances the sea region of the tourist port on a twenty-four-hour premise. The shore area reconnaissance of the tourist port is accomplished by the staff of the harbor and/or a private security company in case the Administration of the harbor allots such an assignment. The security of the entire land region is guaranteed by the establishment of an electronic observation framework and the setting security focuses on the passages of the harbor for the control of the approaching vehicles. The security system and the security methods are being moved forward taking after the common security requirements of the traveler ports. It isn't permitted, to approach the regions where lifting or propelling of pontoons is underway without the authorization of the authorized work force of the tourist port. The faculty of the harbor must keep away from the previously mentioned ranges unauthorized people and prohibit the entry of vehicles from these regions amid the raising works. The Administration of the tourist port guarantees that the staff which carries out such lifting works, complies with all security arrangements such as the operation of caution signs and caution sound signals of the lifting machines, the suitable clothing, and the arrangement of activity signs for restricting the entrance in these regions.

10.1PROCEDURE ANALYSIS

The Administration of Marina Zea ensures that all employees have the necessary training to cope with the demands of their duties, special emphasis is given to the training of new employees or those who change positions and duties.

In order the Management of Marina Zea to ensure the ability to react to any incident or dangerous situation, at any time, it has drawn up a plan which includes actions covering the following emergencies:

- Fire on board
- Fire in land-based installations
- Inflow of water into a vessel
- Human injury
- Severe weather phenomena
- Operational and accidental marine pollution

In any event or dangerous situation, information must be kept which is essential for:

- The full and correct assessment of the incident
- The investigation of the incident in order to identify the cause that caused it.
- Taking immediate or long-term remedial actions
- The attribution of responsibilities
- Dealing with claims raised against the company

In any emergency, the Emergency Response Team or the Pollution Response Team (depending on the incident) and then the rest of the staff members are immediately mobilized, depending on the General Administration instructions.

The Marina Manager must inform the President and CEO as soon as possible.

Meet Emergency Response Team

In order to deal with emergencies and to coordinate actions that are required to be carried out quickly and correctly, General Administration of Zea Marina has created the Emergency Response Team.

The aforementioned team is activated as soon as an emergency occurs regardless of day and time. If any of the members of this team is absent or prevented for various reasons, it is replaced by the General or the Assistant Marina Manager.

In the case of firefighting, the team acts as **a fire protection one** based on the instructions of the Government Gazette 2434/12-9-2014 Ministerial Decision "Organization, training and briefing of personnel of businesses – facilities on fire protection issues.

Team Members:

- General Marina Manager
- Assistant Marina Manager
- The Head of the Technical Department
- The Head of the Sailors Office
- The Head of the Electrical Department
- Guards/Sailors, cleaners, and maintainers

Gymnasiums – Exercises

Zea Marina's staff must be on standby to deal with any risk. Reactions must be quick, correct, and effective. For this purpose, the Management of Marina Zea establishes gymnasiums and exercises that cover the aforementioned emergencies in order to properly train and prepare the staff and at the same time to evaluate their readiness.

The preparation of the programs of gymnasiums and exercises is done with the care of the General Manager as well as their monitoring and evaluation.

The General Manager, within the framework of the internal inspections, schedules the control and monitoring of the drills in order to have a personal perception of the readiness of the staff, the effectiveness of the execution of the drills and the possible need to improve or modify the way they are performed.

The training of the Fire Protection Team covers the following topics:

- Prevention of fire and related hazards.
- Firefighting technique and use of firefighting means available to the company.
- Timely and adequate alarm signage.
- Evacuation of premises in case of fire.

The basic training and briefing of the Fire Protection Team has a duration of two (2) hours, is carried out by the relevant Fire Brigade, preferably during the months between October and May, upon submission of a request by the Company's General Marina Manager and concerns the aforementioned issues.

In addition to basic training and information, additional, theoretical, and practical trainings and updates are carried out under the responsibility of the General Marina Manager, every three months. They are inadvertently attended by employees who are not members of the Fire Protection Team.

The theoretical and practical trainings and updates are carried out after appropriate planning by the Head of the Fire Protection Team depending on the risk of the company and include, in particular, the following objects:

- Manifestation, evolution, and isolation of fire.
- Causes of fires.
- Categories of fires.
- Ways and means of extinguishing fires.
- Fire extinguishers and their use.
- Fire attack with appropriate extinguishing materials and means, their use, water mouths, devices, tools, etc.
- Explosions.
- Preventive and repressive measures and fire protection means of the company.
- Personal protective equipment.

The exercises are conducted after appropriate planning by the Head of the Fire Protection Team every three months depending on the risk of the company and include in particular the following objects:

A. Extinguishing a controlled fire in time outside the fire season, in a suitable outdoor area while taking the necessary protection measures and provided that the prevailing weather conditions provide relative safety.

B. Timely and adequate activation of alarm and mobilization of a Fire Protection Team.

C. Emergency alarms and evacuations for the testing of the level of maintenance of the readiness of the company's personnel.

The treatment of emergencies by the staff of Marina Zea in each of the mentioned cases is carried out in two different ways and actions, which are:

10.2 POSSIBLE INCIDENTS

10.2.1 Fire on a boat

Sailor Service:

- Proceeds to the immediate alarm signaling and informs the Chief or Deputy Chief of the Fire Protection Team
- It shall immediately inform the office of the place where the incident occurred by telephone or VHF. This communication is brief and includes the boat and the location it is located if there are trapped people and anything else important that is related to the incident and will help inform the Fire Brigade.
- It performs preparation for the rapid movement of adjacent vessels, the burning vessel.
- It shall, if necessary, carry out the simultaneous rescue of people in distress.
- He tries to extinguish the fire, with the firefighting means of Marina Zea assisted by the rest of the marina staff who are in the area.
- Strictly prohibits entering or boarding the burning area.
- Upon the arrival of the Fire Brigade, it becomes its liaison with Marina Zea and ensures the removal of unrelated persons from the area of the incident.

Front Office:

- He calls the Fire Brigade and gives a correct report on the incident.
- He calls and informs the Port Authority.
- Calls an ambulance if this is deemed necessary by informing the announcer of the incident
- Immediately notifies the General Manager of Zea marina.
- It notifies the guards at the bar about what kind of emergency vehicles are expected and where they should be directed.
- time-logs all actions

Electrician:

- It cuts off the electricity supply to the area where the incident occurred.
- He tries to extinguish the fire, with the firefighting means of Marina Zea assisted by the rest of the marina staff who are in the area.
- As else ordered

Chief Engineer – Head of Technical Department:

- It goes to the pumping station and ensures the proper operation of the firefighting pumps.
- It shall ensure the transport of a portable diving pump to the scene of the incident.
- He tries to extinguish the fire, with the firefighting means of Marina Zea assisted by the rest of the marina staff who are in the area.
- As else ordered

Security:

- He awaits the arrival of the Fire Brigade's vehicles and guides them to the place where the incident has occurred.
- It records the arrival time of the Fire Brigade and other services.
- Strictly prohibits the entry of vehicles and pedestrians to the area where the incident occurred within the Marina Zea and are not related to it. From this prohibition are excluded: P/C, Ambulances, Port Authority and boat owners or tenants of land facilities. For any doubt, it informs the General Marina Manager of the Marina who is the only one who will allow the entry of people or vehicles that are not mentioned in the above exceptions.
- He tries to extinguish the fire, with the firefighting means of Marina Zea assisted by the rest of the marina staff who are in the area.

Assistant Marina Manager:

- He is a direct associate of the Chief of the Fire Protection Team (General Marina Manager) and supports him in accordance with his orders.
- Replaces the Chief of the Fire Protection Team (General Marina Manager) in his duties in case of absence or impediment.
- Immediately mobilizes emergency team
- He goes to the area of the incident and coordinates the actions for the effort to extinguish as well as evacuate neighboring boats or people with the marina staff that is in the area, until the arrival of the P/Y.
- In the absence of the Electrician and the Chief Engineer of the Marina and until their arrival, he/she undertakes the management of their departments.
- It shall ensure that water is pumped after and during extinguishment in order to avoid the risk of sinking of the vessel.

General Marina Manager:

- It means alarm and until the arrival of the Fire Service it acts as follows:
- It coordinates the action of the Fire Protection Team by giving appropriate orders and proceeds with the certain members of the Team primarily, to the rescue of people in danger, to the reduction and elimination of the danger and to the suppression of the fire.

- He coordinates the evacuation actions and with the arrival of the Fire Service in the incident, informs the head of the fire brigades about the actions of the Fire Protection Team and is placed under his command.
- It shall modify all the above actions at its discretion in order to deal with the situation more effectively.
- Informs the President and CEO of the company about the incident.
- He shall inform the authorities upon request.
- It shall, if required, inform the media upon authorization by the company.

Other staff:

- As ordered by the General Marina Manager or the Assistant Marina Manager of Marina Zea.
- He tries to extinguish the fire, with the firefighting means of Marina Zea assisted by the rest of the marina staff who are in the area.

10.2.2 Fire in a land-based installation

Sailor Service:

- Proceeds to the immediate alarm signaling and informs the Chief or Deputy Chief of the Fire Protection Team.
- It shall immediately inform the office of the place where the incident occurred by telephone or VHF. This communication is brief and includes the area where the fire occurred, whether there are people trapped and anything else important related to the incident and will help inform the Fire Brigade.
- It shall, if necessary, carry out the simultaneous rescue of people in distress.
- He tries to extinguish the fire, with the firefighting means of Marina Zea assisted by the rest of the marina staff who are in the area.
- Upon the arrival of the Fire Brigade, it becomes its liaison with Marina Zea and ensures the removal of unrelated persons from the area of the incident.

Front Office:

- He calls the Fire Brigade and gives a correct report on the incident.
- He calls and informs the Port Authority.
- Calls an ambulance if this is deemed necessary by informing the announcer of the incident
- Immediately notifies the General Manager of Zea Marina
- It notifies the guards at the bar about what kind of emergency vehicles are expected and where they should be directed.
- Notifies the user of the site if he is not in use by the marina
- time-logs all actions

Electrician:

- It cuts off the electricity supply to the area where the incident occurred.
- He tries to extinguish the fire, with the firefighting means of Marina Zea assisted by the rest of the marina staff who are in the area.
- As else ordered

Chief Engineer – Head of Technical Department:

- It goes to the pumping station and ensures the proper operation of the firefighting pumps.
- He tries to extinguish the fire, with the firefighting means of Marina Zea assisted by the rest of the marina staff who are in the area.
- As else ordered

Security Company:

- He awaits the arrival of the Fire Brigade's vehicles and guides them to the place where the incident has occurred.
- It records the arrival time of the Fire Brigade and other services.
- He strictly prohibits the entry of vehicles and pedestrians to the area where the incident occurred within the Marina Zea and are not related to it. From this prohibition are excluded: Ambulances, Port Authority and boat owners or tenants of land facilities. For any doubt, it informs the General Marina Manager of the Marina who is the only one who will allow the entry of people or vehicles that are not mentioned in the above exceptions.
- He tries to extinguish the fire, with the firefighting means of Marina Zea assisted by the rest of the marina staff who are in the area.

Assistant Marina Manager:

- He is a direct associate of the Chief of the Fire Protection Team (General Marina Manager) and supports him in accordance with his orders.
- Replaces the Chief of the Fire Protection Team (General Marina Manager) in his duties in case of absence or impediment.
- Immediately mobilizes Emergency team
- He goes to the area of the incident and coordinates the actions for the effort to extinguish as well as evacuate neighboring boats or people with the marina staff that is in the area, until the arrival of the F/G.
- In the absence of the Electrician and the Chief Engineer of the Marina and until their arrival, he/she undertakes the management of their departments.

General Marina Manager:

- It means alarm and until the arrival of the Fire Service, it acts as follows:
- It coordinates the action of the Fire Protection Team by giving appropriate orders and proceeds with the certain members of the Team primarily, to the rescue of people in danger, to the reduction and elimination of the danger and to the suppression of the fire.
- He coordinates the evacuation actions and with the arrival of the Fire Service in the incident, informs the head of the fire brigades about the actions of the Fire Protection Team and is placed under his command.
- It shall modify all the above actions at its discretion in order to deal with the situation more effectively.
- Informs the President and CEO of the company about the incident.
- He shall inform the authorities upon request.
- It shall, if required, inform the media upon authorization by the company.

Other staff:

- As ordered by the General Marina Manager or the Deputy General Marina Manager of Marina Zea.
- He tries to extinguish the fire, with the firefighting means of Marina Zea assisted by the rest of the marina staff who are in the area.

10.2.3 Water inflow into a vessel

Sailor Service:

- It shall immediately inform the office of the place where the incident occurred by telephone or VHF. This communication is brief and includes the vessel on which an inflow of water was found, its location, whether people are trapped and anything else important related to the incident.

Front Office:

- He calls the Fire Brigade and gives a correct report on the incident.
- He calls and informs the Port Authority.
- Calls an ambulance if this is deemed necessary by informing the announcer of the incident
- Immediately notifies the General Manager of Zea Marina
- It notifies the guards at the bar about what kind of emergency vehicles are expected and where they should be directed.
- Notifies the owner of the boat
- time-logs all actions

Electrician:

- As else ordered

Chief Engineer – Head of Technical Department:

- Ensures the transport to the scene of the incident of a portable diving pump
- As else ordered

Security Company:

- He awaits the arrival of the Fire Brigade's vehicles and guides them to the place where the incident has occurred.
- It records the arrival time of the Fire Brigade and other services.
- He strictly prohibits the entry of vehicles and pedestrians to the area where the incident occurred within the Marina Zea and are not related to it. From this prohibition are excluded: Ambulances, Port Authority and boat owners or tenants of land facilities. For any doubt, it informs the General Marina Manager of the Marina who is the only one who will allow the entry of people or vehicles that are not mentioned in the above exceptions.

Assistant Marina Manager:

- Immediately mobilizes emergency team
- He goes to the area of the incident and coordinates the actions for the effort to pump the water and the evacuation of people, with the staff of the Marina that is in the area, until the arrival of the Fire Services.
- In the absence of the Electrician and the Chief Engineer of the Marina and until their arrival, he/she undertakes the management of their departments.
- He/she assumes the duties of the General Marina Manager in his/her absence.

General Marina Manager:

- It assumes the overall coordination and responsibility of the actions to deal with the incident.
- It shall modify all the above actions at its discretion in order to deal with the situation more effectively.
- Decides whether the Fire Brigade is required to be called
- Decides whether it is necessary to call a crane truck
- Informs the President and CEO of the company about the incident.
- He shall inform the authorities upon request.
- It shall, if required, inform the media upon authorization by the company.

Other staff:

- As ordered by the General Marina Manager or the Deputy General Marina Manager of Marina Zea.

10.2.4 Human injury

Sailor Service:

- If he is present at the injury, he tries to provide every possible assistance.
- As soon as he/she is aware of the injury, he/she immediately informs the office of the place where the incident occurred by telephone or VHF. This communication is brief and includes the place where the injury occurred, the number and condition of the injured, whether an ambulance call is required and anything else important related to the incident.
- In case he offers first aid, he does not perform any action for which he does not know if he will help the victim, and it is strictly forbidden to attempt to move a seriously injured person until the arrival of the ambulance.

Front Office:

- He calls an ambulance if required.
- He calls and informs the Port Authority.
- Immediately notifies the General Manager of Marina Zea
- It notifies the guards at the bar about what kind of emergency vehicles are expected and where they should be directed.
- time-logs all actions

Security Company:

- He waits for the arrival of the ambulance and guides it to the place where the injured person is located
- It records the time of arrival of the ambulance.
- Strictly prohibits the entry of vehicles and pedestrians to the area where the incident occurred within the Marina Zea and are not related to it. From this prohibition are excluded: Ambulances, Port Authority. For any doubt, it informs the General Marina Manager of the Marina who is the only one who will allow the entry of people or vehicles that are not mentioned in the above exceptions.

Assistant Marina Manager:

- He goes to the area of the incident and coordinates the actions with the staff of Marina Zea who are in the area.

- He/she assumes the duties of the General Marina Manager in his/her absence.

General Marina Manager:

- It assumes the overall coordination and responsibility of the actions to deal with the incident.
- Informs the President and CEO of the company about the incident.
- He shall inform the authorities upon request.
- It shall, if required, inform the media upon authorization by the company.

10.2.5 Intense Water Events

Front Office:

- Prints on a daily basis the weather forecast from the available means (internet, etc.)
- Submit a copy to the Deputy General Marina Manager of the Marina and in his absence to the General Marina Manager of the Marina
- It informs, on the orders of the Deputy General Marina Manager, by telephone or in another appropriate way, the owners or representatives of the vessels about possible damages or weightlessness that occurred due to the weather phenomena.

Assistant Marina Manager:

- Evaluates the weather forecast bulletin presented by the secretariat - reception in order to identify the case of presentation of severe weather phenomena.
- It takes care of the reinforcement of the service personnel as required and its distribution for the better control of the marina and the prevention of accidents.
- Informs the Harbor Master that severe weather phenomena are expected
- Informs the General Marina Manager
- It remains in the marina during severe weather conditions if necessary
- Both before and during the intense weather phenomena, it takes all the necessary measures to avoid as much damage as possible to the docked vessels.
- Assigns to the secretariat – reception the notification of the owners or representatives of the vessels, which do not have a permanent crew, which are in danger or have suffered damages due to weather phenomena.
- Mobilizes emergency team if it deems it necessary
- Informs the guard (security) as it does not allow pedestrians to pass through the piers and to notify the owners of the vehicles to remove them.

Harbor Master (Head of The Sailors' Department):

- Checks the good condition and readiness of the marina's rescue means (boats, life jackets, etc.)
- Informs the Assistant Marina Manager of any problems
- Controls the normal mooring of boats in the marina
- It remains in the marina during the intense weather phenomena if necessary.

Sailor:

- Both before and during the intense weather phenomena, it wanders around the marina and visually checks the good mooring of the docked vessels.
- It immediately informs the Harbor Master or the Assistant Marina Manager of any problem he detects that may endanger the physical safety of the vessels.
- Acts in accordance with the orders of the Chief Burner or the Assistant Marina Manager
- Boarding on a boat is strictly forbidden for its better mooring if no second person is present by the Marina's staff to provide assistance.

General Marina Manager:

- Assumes the overall coordination and responsibility for actions to address the situation
- Informs the President and CEO of the company about any damages caused
- He shall inform the authorities upon request.
- Informs the media if required upon authorization by the company
- Coordinates actions to repair the damage.

10.2.6 Operational or Accidental Marine Pollution

Operational or accidental marine pollution is something that it is quite common within a marina and there is need for a port contingency plan for the elimination and the immediate confrontation of the incident. In this way, the main goal of this Plan, as it will be described analytically in the next chapter, is the effective coordination of actions of all persons and bodies involved for the purpose of immediate and their most successful intervention in case of pollution to eliminate or reduce adverse effects on humans and the environment from the occurrence of such events.

11. CONTIGENCY PLAN

11.1 INTRODUCTION

This Plan includes in addition to the Annexes provided by National Planning (PD 11/2002) and other Annexes which are judged by us as useful and contain the following key topics that are ultimately considered as most important in a pollution incident:

- Possible pollution scenarios
- Mobilization and synchronization plans
- Information on the areas of responsibility of the Marina, the type of pollution, the parameters of petroleum products considered as predominantly polluting substances for the coastal zone but also for humans, the sensitive areas of the wider area, as well as the proposed plans decision-making and organization of the intervention to deal with it Marine pollution. The contents of the Plan are listed in detail in the Annex of Contents that follow the cover of this Plan.

11.1.1 NATIONAL CONTINGENCY PLAN

Under the Greek national contingency plan responsibility for marine pollution response lies with the Marine Environment Protection Division (MEPD) of the Ministry of Mercantile Marine, both manned by personnel of the Hellenic Coast Guard. The level of response to an oil spill is determined by MEPD, depending on the scale of the emergency. For a small spill, the response would be coordinated locally by one of the 50 port authorities under the direction of the Port Captain. 15 Regional Marine Pollution Combating Stations (RMPCS) have been established in the major ports of Alexandroupoli, Chania, Chios, Eleusis (central storage house), Isthmia, Kabala, Mirina, Neapoli Voion, Patra, Pilos, Piraeus, Rhodes, Syros, Thessaloniki, Volos. These stations would assist local ports and coordinate response to larger spills. MEPD would assume control in a larger spill and would deploy national resources to assist the local or regional resources. An Interministerial Committee may be established chaired by the Minister of Mercantile Marine, with representation from the Coast Guard, the Navy, the Institute of Oceanographic & Fishery Research and the Environment Ministry. The above authorities coordinate the response, with clean-up being carried out with their own equipment and private resources on contract to either the Ministry or, more usually, directly to the involved shipowner. Shoreline clean-up is normally undertaken by either the municipal authorities or by contractors, or a combination of the two, supplemented by MEPD resources if required. In the case of spills of unknown origin, clean-up is undertaken by the Coast Guard.

11.1.2 POLICY

The Greek contingency plan specifies mechanical recovery as the primary response option in coastal areas. Dispersant use is permitted only in high seas outside enclosed and sensitive sea areas when mechanical recovery is impossible due to weather and sea conditions. Official authorization by the MEPD is required prior to dispersant use. Standard dispersant testing and approval procedures exist in Greece. Dispersants that have been approved for use in other EU Member States may also be considered, following certification by the State Chemical Laboratory. Oily waste is normally disposed of in approved inland sites.

11.1.3 EQUIPMENT

Government

The MEPD has two spill response vessels, an aircraft for aerial surveillance and 2 spraying aircraft. Other equipment maintained includes dispersants and spraying equipment, adapted to fit harbor tugs in use at the Coast Guard stations, as well as containment and recovery equipment for use at sea and in sheltered waters. The Regional Stations each have a trained team of personnel.

Private

By law, all coastal installations (terminals, industrial plants) must have a local plan. This includes having the means to deal with a spill resulting from their own operations, i.e., skimmers, boom, pumps, and dispersant. The port commanders inspect and record this capability periodically. It can be called upon by the Ministry in case of an emergency. Several private clean-up contractors are available, operating mainly from Piraeus.

11.2 STRUCTURE OF THE PLAN

The Plan has such a structure as to enable the user to proceed timely to the most appropriate and effective, as far as possible, actions to deal with pollution incidents. In addition, it provides each item, depending on the specifics of the protected object, which could seem useful in dealing with pollution incidents.

11.2.1 LEGAL FRAMEWORK

LAW 2252/1994 (Government Gazette 192 // 18-11-1994)

This Law is a ratification of the International Convention for the Preparation, Cooperation and Response to Oil Pollution, 1990 and other provisions. In article 3 of this law and specifically in paragraph 2, it obliges all the coastal facilities which it calls as "Mandatory Facilities" and which directly or indirectly exploit the coastal zone (Oil Refineries, Storage-trading and trading companies of Petroleum and oil Shipyards, Ship Repair Zones, Land Remaining Facilities, All kinds of Port Facilities, Fish Farms, Bathing Facilities, Fishing Shelters, Coastal Restaurants, Coastal Hotels and any other activities on the their operational needs and have a direct or indirect adverse effect on the Marine Environment), to have an Oil Pollution Emergency Plan and which is compatible and structured according to the Local Emergency Plan of the Local Port Authority according to paragraph (2) Page 22263), which must be submitted to the Local Port Authority for approval (Article 5 Paragraph (1) (a) Page. 2269). Also, in Article 6 of the same Law and specifically in paragraph 2 (a), (b), (c) and (d) p. 2265 states that the following must apply:

- To have the necessary predetermined equipment for oil spill control, depending on the relative risk and the extent of the areas of responsibility of the Marina.
- There should be an exercise program to deal with pollution incidents and to train the relevant staff.
- Have a detailed communications plan for dealing with an oil pollution incident.
- There should be a coordination mechanism or order to deal with the pollution incident.
- Finally, in article 6 of the additional Annex to this Law (Page 2269), it is provided that the anti-pollution equipment of the installation be inspected and that a corresponding certificate of good operation be issued periodically by a technical body or a Company independent of the said installation.

CODED LAW 743/77 (Government Gazette 58 // 20-03-1998)

And this Law provides for the supply of the necessary Anti-Pollution equipment that the Company already has, and which is approved and in accordance with the minimum requirements of the Local Port Authority (Article 5 Paragraphs 3, 5 and 6 Page 1117). Also, in the same article this Law includes all the issues "For the protection of the marine environment and the regulation of the related issues". More specifically, it is stated that all the "obligatory Facilities" must during their operation take all the necessary measures to avoid pollution. Article 6 of the said Government Gazette lists all the amendments that apply together with those mentioned above in the annex of the Plan and which finally apply today to the repeatedly amended law 743/77 which is the main legal text on anti-pollution issues. in GREECE. Finally, article 13 also provides for sanctions against the Managers of the "Obligatory Facilities" in accordance with the generally existing Legislation.

VALID NATIONAL PLAN OF TREATMENT OF EMERGENCY POLLUTION (PD. 11, Government Gazette 6 // 21-01-2002)

With this Law, the whole Territory is organized with the participation of all the "Obligatory Facilities" and in accordance with both aforementioned Laws. The following are provided in more detail:

- (1) Preparation of the Marine Pollution Emergency Plan (SAR) adapted to the Local Emergency Plan (Paragraph 2.2 PD 11/2002), which must be submitted to the Local Port Authority for approval (Paragraph 1.2.1). Also submit each year the required revisions of this Plan (Section 3.19), which will provide all those procedures and will include all the elements in order to be in line with the respective plan of the Port Authority and on the other hand to be able to implement quickly and efficiently in order to minimize the effects of marine pollution when this happens.
- (2) Carry out at least one (1) Marine Pollution Exercise each year, in order to determine on a continuous basis, the level of training of the staff that constitutes the repression team, thus minimizing the effects of marine pollution when it occurs (Section 3.18. 2 and 2.5.1 of the same Presidential Decree 11/2002).

(3) Regular training of the Marine Pollution Management Team which will be provided in the current Plan (Section 2.5.1).

The reason for the creation of this Law is that in recent years it has prevailed internationally in the planning of response to incidents of pollution of the sea by oil or other harmful substances, the gradual activation of response mechanisms in both industry and government prevention and repression mechanisms (tiered response). This approach distinguishes three levels of planning with first and foremost realistic contingency planning from a Port facility or from a local, coastal community.

These three levels are the practical basis on which the preparation and organization of a pollution incident is based and their distinction, although not always easy, is based on the following characteristics:

Mobilization Level	Applicable Plan	Mobilization Level's Characteristics
Grade 1	Facility Contingency Plan Port Contingency Plan	Small operating leaks of oil or other harmful substances which can be dealt with by the means available to any liable installation without outside assistance from other areas. Usually, the quantity of 7 metric tons is taken as the upper limit of this level, however the prevailing conditions at the time of the incident and other factors will determine the necessary level of pollution control.
Grade 2	Local Contingency Plan Regional Contingency Plan	Larger emissions, usually up to 700 metric tons, requiring the disposal of more than one source of equipment and remedies. The above quantity is the activation limit of the first two stages. In practice, however, the distinction between the level of planning and treatment based on quantity alone is not strictly followed, as often the prevailing conditions at the time of the incident are

		responsible for deciding on the level of action to be taken.
Grade 3	National Contingency Plan	Large pollutions that may exceed their local or even national capacity to deal with them. They require the activation of the National Plan and all available means of combating marine pollution are put on standby.

DECISION OF THE MINISTER OF COMMERCIAL SHIPPING FROM 05/09/2003 AS IT WAS PUBLISHED IN THE GOVERNMENT 1323 // 16-09-2003

A. The said last Ministerial decision of the former Y.EN. refers to the then New Regulation for the Operation of Tourist Ports regarding the services provided and the corresponding obligations of their operators, in accordance with the current Legal status.

B. Specifically in Article 4 p. 18616 of Government Gazette 1323 // 16-09-2003 concerning the Protection of the Marine Environment and the Management of Waste and Residues of Ships, it mentions again the obligations of the Tourist Ports Management bodies regarding the mandatory observance of the applicable from the current Legislation of Marine Environment Protection measures.

In more detail in paragraph (b) of the aforementioned article mentions the obligation on the one hand the existence of equipment for the prevention and suppression of marine pollution from petroleum products with floating dams, absorbent materials, etc. and on the other hand the existence of an Emergency Response Plan approved by the relevant Port Authority for the Response of possible incidents of pollution of the Sea and compatible with the Local Plan of the Port Authority.

11.2.2 POSSIBLE FUEL POLLUTION SOURCES

The current situation allows the supply of boats and ships inside of Marina Zea only with the following two categories of fuel:

(A) Gasoline:

Refueling with this type of fuel is done in only one point of the Marina, near this entrance, as indicated in image below.

(B) Diesel Oil:

This fuel is transported by tankers of 8-20 m³ from various service stations. The services of its tanker vehicles fuel category range from 9.6 to 13.2 m³ per hour and are proportional of the volume of the tanker.

11.2.3 OTHER SOURCES OF PETROL OIL POLLUTION

(A) From bilges, from heavy oily tank residues (sludge's) or even from ship oil tank washes (slops). This phenomenon exists today and appears on the one hand within them Ports or Port facilities where there is a concentration of vessels and from on the other hand when some moored but mainly passing ships reject this category of Petroleum illegally at sea.

(B) Outflow of petroleum products through sewer or rainwater pipes water

(C) Oil spill after a large-scale accident on a ship (impact, grounding, fire, sinking or explosion).

11.2.4 SOURCES OF MARINE POLLUTION FROM OTHER CAUSES

(A) Biological non-floating or even floating wastewater from coastal Facilities either near or inside the Marina (hotels - restaurants, etc.), which are either not connected to the main network drainage of the capital, or from damage lead their sewage to rainwater pipes ending inside the Marina.

(B) Floating industrial waste and floats of all kinds waste including even branches and leaves from trees which either come from their deliberate rejection or come from rainwater or even the high seas depending on the prevailing weather conditions.

(C) Hazardous or even radioactive floating or non-floating solids and liquid waste which is usually intentionally dumped in the open sea mainly in the evening.

12. COVID-19 IMPACT ON THE GLOBAL INDUSTRY

12.1. THE DEMAND FOR TOURIST PORT SERVICES

The demand for tourist port services is linked directly by the following factors:

- economic developments in the countries of origin of tourists,
- from the economic and political environment and especially from the "image" of the country abroad,
- from the international competitiveness of the tourist product
- Or from various geopolitical developments and international events.

Especially in terms of demand for tourist port services, the main factor affecting it is maritime tourism and in particular yachting tourism and cruises. However, mooring

places in the local tourist ports of the country are also requested by the existing fleet of those vessels that sail in the Greek seas.

12.2. ARRIVALS AND ORIGIN OF FOREIGN TOURISTS IN GREECE

Based on the results of the Border Survey conducted by the Bank of Greece, in 2020 7.374 million tourists (excluding cruises) arrived in Greece compared to 31.348 million in 2019, a decrease of 76,50% in this period.

Countries of origin	Arrivals of non-residents from abroad by country of origin (in thousands)										
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Eurozone Countries	6.147	6.622	5.903	6.379	7.457	8.189	8.935	9.863	11.436	11.071	3.447
Austria	338	310	236	236	285	327	359	396	521	583	161
Belgium	340	433	327	345	409	483	467	527	587	588	136
France	868	1.149	977	1.152	1.463	1.522	1.314	1.420	1.524	1.542	469
Germany	2.039	2.240	2.109	2.268	2.459	2.810	3.139	3.706	4.381	4.026	1.526
Spain	155	155	156	92	136	94	203	164	226	283	75
Italy	844	938	848	964	1.118	1.355	1.387	1.441	1.667	1.553	373
Cyprus	575	440	425	399	448	470	652	632	698	801	291
Netherlands	528	561	478	581	657	639	771	947	1.015	818	257
Other	460	395	347	342	480	489	644	631	818	878	159
EU countries outside the Eurozone	2.263	2.347	1.979	2.301	3.703	4.388	5.387	5.718	7.018	7.482	1.442
Denmark	241	245	205	202	240	238	242	279	385	308	88
Romania	258	224	230	279	543	540	1.026	1.149	1.389	1.378	205
Sweden	281	334	320	369	338	352	413	493	509	412	48
Czech republic	295	309	289	287	348	437	280	339	368	402	103
Other	1.188	1.235	935	1.164	2.234	2.822	3.426	3.457	4.368	4.982	998
Other Countries	6.597	7.459	7.635	9.239	10.874	11.022	10.477	11.613	11.668	12.795	2.485
Albania	242	411	469	505	488	491	722	829	987	944	266
Australia	108	116	118	129	183	183	169	324	322	339	29
Switzerland	274	361	300	347	377	391	438	449	521	540	176
United Kingdom	1.802	1.758	1.921	1.846	2.090	2.397	2.895	3.002	2.943	3.499	1.069
USA	498	485	374	467	592	750	779	865	1.097	1.179	107
Canada	113	142	103	187	146	182	153	198	346	321	33
Russia	451	739	875	1.353	1.250	513	595	589	520	583	26
Other	3.107	3.446	3.476	4.406	5.748	6.114	4.726	5.358	4.932	5.389	781
Total Arrivals**	15.007	16.427	15.518	17.920	22.033	23.599	24.799	27.194	30.123	31.348	7.374

Source: Bank of Greece Border Survey

* Cruise details not included

This significant decrease in tourist traffic to Greece in 2020, demonstrates the impact of Covid pandemic

The resilience of Greek tourism is mainly attributed to the following factors:

- the increased international competitiveness of the Greek economy, which is further strengthened by the formation of the Euro exchange rate.
- the recovery of the economies of the countries of origin of foreign tourists in Greece, which came largely from the policy of zero or negative interest rates.
- considering Greece as a safe tourist destination in recent years in which terrorism and the negative effects of significant geopolitical unrest are borne by many of the competing countries.
- the improvement of infrastructure in the transport and communications sectors, which has contributed to the upgrading of many parts of the country in terms of their emergence as tourist service areas; and
- the satisfactory development and upgrading of the country's hotel potential, of all types of accommodation and catering businesses, in combination with the gradually improving entrepreneurship in all sectors of tourism services.

Conclusively, it is quite expected that each of the above factors is at least partially shackled since the onset of the pandemic in addition with all the necessary measures

taken from the government. This is the reason why there is such a significant decrease between arrivals 2019 and 2020.

13. STATISTICS

13.1. GENERAL STATISTICS DURING COVID-19 PERIOD

MARITIME TOURISM STATISTICS IN EUROPE

- 32,000 companies (97% Small and medium enterprises)
- 280,000 direct jobs
- 70,000 km of coastline and 37,000 km of inland waterways
- 48 million Europeans are involved in marine recreational activities
- 36 million boat owners in Europe
- 6 million vessels in European waters
- 10,000 marinas provide more than 1 million berths

GREECE

- 16,000 km coastline, 6,000 islands and islets
- boats and marinas contribute 1.41% of GDP
- 626 jobs in maritime tourism, 60 marinas, 13,000 organized mooring jobs
- 428 private and 6,109 commercial vessels
- Up to 5 times on average higher costs per boat customer compared to hotels
- 6 direct jobs in marinas and 100 indirect jobs for every 100 berths
- for every euro of mooring in the marina, 5 euros of expenses are created in the local economy

MARINES

- Reduction of income due to 3-month suspension:
- 40% rent reduction for shops, restaurants, offices & services
- Zero parking revenue, advertising.
- Cancellation of arrivals of new vessels, postponement of agreements.
- Zero revenue from passing vessels.
- Larger losses in the regional marinas, ie marinas of the Ionian, Eastern Aegean, migration issues.
- Relief measures by the state: 40% discount on concession rent (April), 25% VAT discount (April).

Recovery after Covid-19

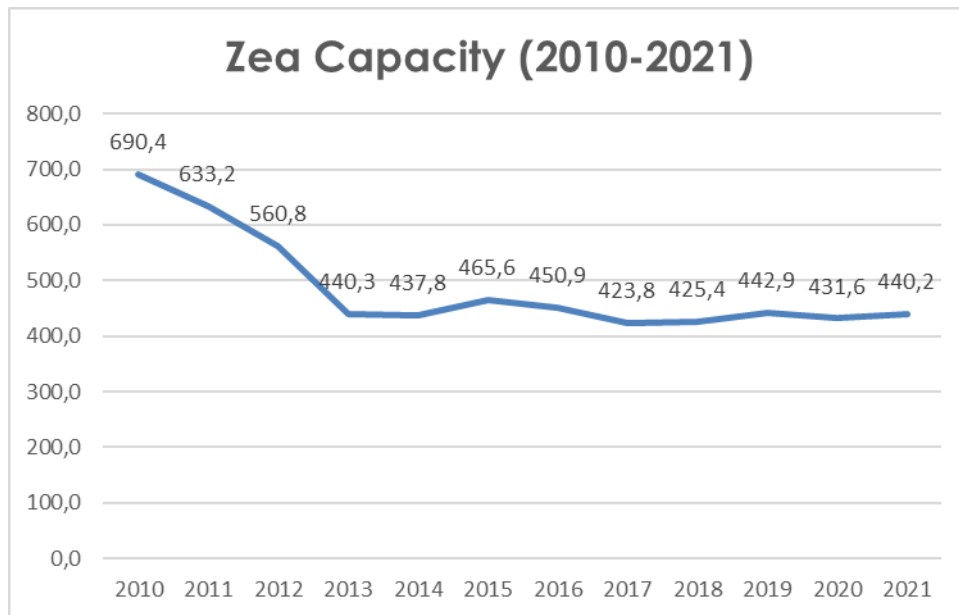
- Factors affecting the final level of losses of the Yachting industry:

- Timely implementation of health and operation protocols that are analyzed deeply below in marinas and yachting.
- Extension of the tourist season and the charter period of boats in Greece.
- Promoting the country's competitive advantages abroad (security, climate, destinations, offers).
- Financial assistance from the State to SMEs and employment (SURE program, work grant, etc.).
- Antiviral / vaccine time required - will next season be saved?

13.2. OCCUPANCY STATISTICS

Despite the fact that the arrivals during 2020 confront an enormous decrease pictured mostly within the transient (less than 28 days) arrivals, there is a significant stability within the total annual occupancy. Following the table below, which presents the occupancy statistics of Zea Marina, shows a small decrease of 2,6% that it is quite low considering the unprecedented conditions and harsh lockdown enforcement during 2019-2020. However, a recovery of 2% presented within 2020-2021, intensively shows that even the partial lockdown and government measurements were not able not only to eliminate but also to boost the yachting appearance as well.

<i>Zea Marina</i> ZEA	January	February	March	April	May	June	July	August	September	October	November	December	Annual Average
2010	688	687	692	688	702	720	718	711	704	675	657	643	690,4
2011	631	623	616	623	639	664	666	662	651	629	609	585	633,2
2012	564	564	558	554	567	601	609	593	583	550	514	472	560,8
2013	457	446	435	425	447	467	481	452	440	414	409	410	440,3
2014	403	401	399	413	431	461	466	468	468	449	447	447	437,8
2015	443	448	443	449	469	489	500	501	494	469	447	435	465,6
2016	424	420	417	418	453	492	496	494	477	456	443	420	450,9
2017	406	406	380	387	387	466	482	466	468	425	425	388	423,8
2018	382	371	362	367	432	472	489	483	476	452	416	403	425,4
2019	398,0	389,0	367,0	383,0	441,0	488,0	510,0	513,0	494,0	463,0	443,0	426,0	442,9
2020	425,0	417,0	420,0	418,0	414,0	432,0	442,0	448,0	471,0	447,0	430,0	415,0	431,6
2021	414,0	413,0	414,0	427,0	456,0	472,0	473,0	452,0	453,0	443,0	438,0	427,0	440,2
Annual Percentage Change													
% 09-10	-3,9	-3,6	-3,5	-4,3	-5,4	-4,4	-6,0	-5,3	-5,9	-6,5	-7,1	-8,8	-5,4
% 10-11	-8,3	-9,3	-11,0	-9,4	-9,0	-7,8	-7,2	-6,9	-7,5	-6,8	-7,3	-9,0	-8,3
% 11-12	-10,6	-9,5	-9,4	-11,1	-11,3	-9,5	-8,6	-10,4	-10,4	-12,6	-15,6	-19,3	-11,4
% 12-13	-19,0	-20,9	-22,0	-23,3	-21,2	-22,3	-21,0	-23,8	-24,5	-24,7	-20,4	-13,1	-21,5
% 13-14	-11,8	-10,1	-8,3	-2,8	-3,6	-1,3	-3,1	3,5	6,4	8,5	-15,6	-19,3	-0,6
% 14-15	9,9	11,7	11,0	8,7	8,8	6,1	7,3	7,1	5,6	4,5	0,0	-13,1	6,4
% 15-16	-4,3	-6,3	-5,9	-6,9	-3,4	0,6	-0,8	-1,4	-3,4	-2,8	-0,9	9,0	-3,2
% 16-17	-4,2	-3,3	-8,9	-7,4	-14,6	-5,3	-2,8	-5,7	-1,9	-6,8	-4,1	-7,6	-6,0
% 17-18	-5,9	-8,6	-4,7	-5,2	11,6	1,3	1,5	3,6	1,7	6,4	-2,1	3,9	0,4
% 18-19	4,2	4,9	1,4	4,4	2,1	3,4	4,3	6,2	3,8	2,4	6,5	5,7	4,1
% 19-20	6,8	7,2	14,4	9,1	-6,1	-11,5	-13,3	-12,7	-4,7	-3,5	-2,9	-2,6	-2,6
% 20-21	-2,6	-1,0	-1,4	2,2	10,1	9,3	7,0	0,9	-3,8	-0,9	1,9	2,9	2,0



13.2.1.PRIVATE ANNUAL STATITICS

The most unexpected thing was the reallocation of the up to now contract mix

GOUVIA													Annual avg.
2021	January	Feb	March	April	May	June	July	Aug	Sep	Oct	Nov	Dec	
Annual boat#	524	525	504	499	487	501	514	532	544	549	554	554	
2020	January	Feb	March	April	May	June	July	Aug	Sep	Oct	Nov	Dec	
Annual boat#	499	498	503	494	484	481	492	480	491	481	480	488	
DIF	5%	5%	0%	1%	1%	4%	4%	11%	11%	14%	15%	14%	7%
LEFKAS													
2021	January	Feb	March	April	May	June	July	Aug	Sep	Oct	Nov	Dec	
Annual boat#	288	290	296	299	308	311	316	314	331	326	330	329	
2020	January	Feb	March	April	May	June	July	Aug	Sep	Oct	Nov	Dec	
Annual boat#	232	232	232	238	251	251	259	270	286	293	296	296	
DIF	24%	25%	28%	26%	23%	24%	22%	16%	16%	11%	11%	11%	20%
ZEA													
2021	January	Feb	March	April	May	June	July	Aug	Sep	Oct	Nov	Dec	
Annual boat#	255	259	259	256	262	266	274	288	287	291	297	295	
2020	January	Feb	March	April	May	June	July	Aug	Sep	Oct	Nov	Dec	
Annual boat#	238	230	233	231	227	251	255	241	243	245	250	250	
DIF	7%	13%	11%	11%	15%	6%	7%	20%	18%	19%	19%	18%	14%

13.2.2.TRANSIENT STATISTICS

Following the Table 1, data provided from Gouvia, Lefkas and Zea are used in order to compare the transient arrivals during 2019 and 2020. As per the “Comparison Table” part, there is a significant decrease within the whole year due to government restrictions directly affecting the yachting traffic.

Month Number	2019			2020			COMPARISON TABLE		
	ZEA	GOUVIA	LEFKAS	ZEA	GOUVIA	LEFKAS	ZEA	GOUVIA	LEFKAS
	Total Transients	Total Transients	Total Transients	Total Transients	Total Transients	Total Transients	2019 vs 2020	2019 vs 2020	2019 vs 2020
1	9	10	3	12	4	6	33%	-60%	100%
2	7	15	6	9	14	6	29%	-7%	0%
3	29	30	19	14	15	7	-52%	-50%	-63%
4	109	160	107	2	0	2	-98%	-100%	-98%
5	236	519	420	9	3	3	-96%	-99%	-99%
6	355	814	639	52	17	50	-85%	-98%	-92%
7	498	1235	975	157	473	530	-68%	-62%	-46%
8	513	1648	1400	240	727	830	-53%	-56%	-41%
9	296	764	726	229	416	584	-23%	-46%	-20%
10	163	334	312	128	165	259	-21%	-51%	-17%
11	29	28	15	21	10	3	-28%	-64%	-80%
12	20	10	7	10	2	0	-50%	100%	-100%

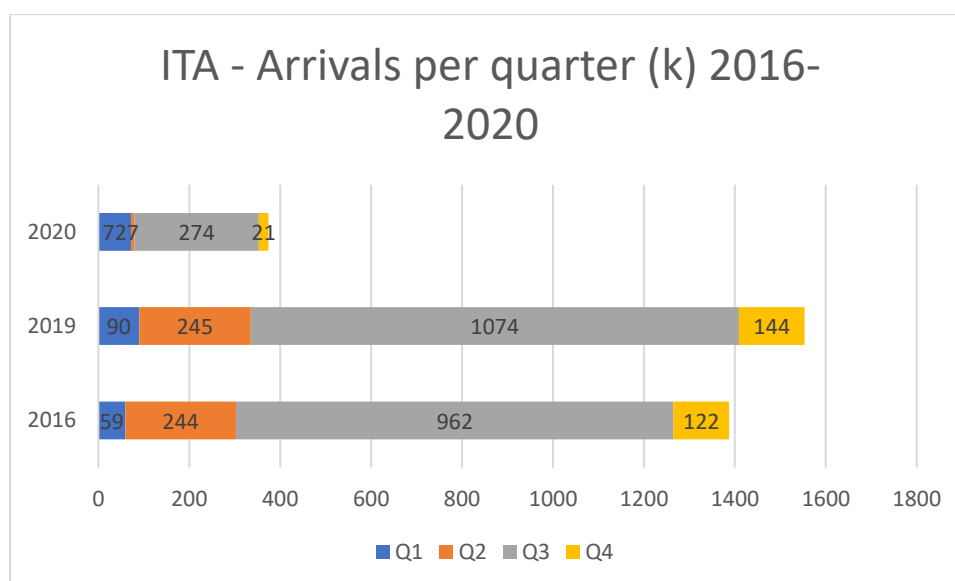
Table 1

However, each marina has a different effect arisen from her most popular transient origin of arrivals. In details, as per the Table 2, analyzing the flag of the incoming boats during 2019 and 2020, we get into the conclusion that there is a different country visiting preference for each marina. In this way, analytical data provided below based on ISETE statistics. Each marina is matched with the country provides her the majority of her transient arrivals in order to present the impact within Covid period.

FLAG	2019			2020		
	ZEA	GOUVIA	LEFKAS	ZEA	GOUVIA	LEFKAS
	Total Transients	Total Transients	Total Transients	Total Transients	Total Transients	Total Transients
GBR	508	692	614	180	241	290
ITA	117	891	517	36	317	148
FRA	226	487	438	101	175	169
MLT	130	201	70	55	57	43
GRE	355	1640	1829	152	475	1156
GER	97	276	289	42	126	164

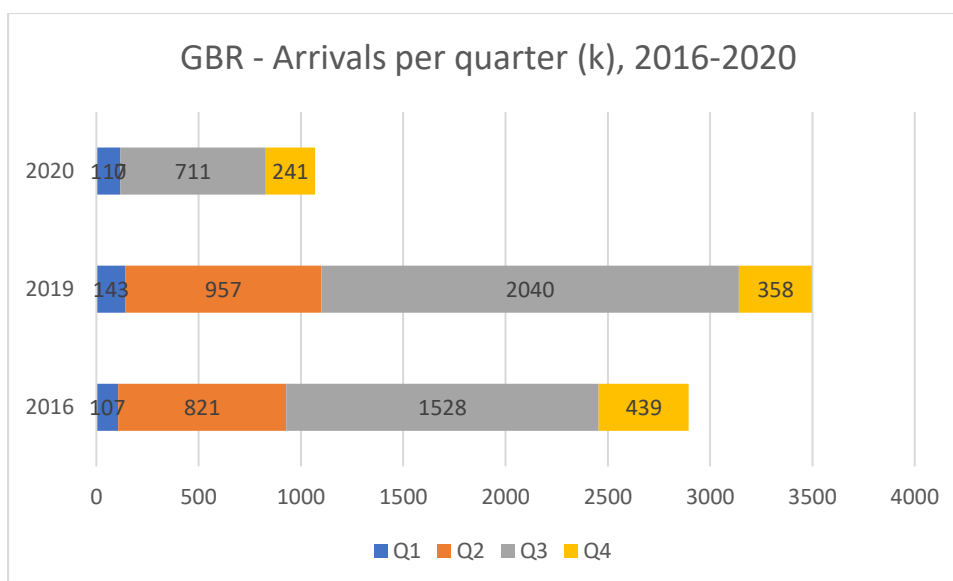
Table 2

ITALY - GOUVIA IMPACT



According to ISTAT in 2020, Italian travel reached a record low of 37.5 million to 231.2 million overnight stays. Motivated travel holidays decreased compared to 2019 by -44.8% while business travel by -67.9%. The summer one's holidays showed a milder decrease (-18.6%) while travel abroad decreased by -80%. Countries with the highest number of visitors in 2020 was France (14.4%), the Spain (10.2%), Switzerland (7.3%) and Austria (7%). France was the most popular destination in 2020 for short breaks (22.9%). The main motivation for making a trip was a vacation at sea (53.9%) and then the holidays in the mountains (31%) and in countryside (15.1%).

Incoming tourism from Italy in the period 2016-2019 recorded an increase of + 12.0% (from 1.4 million in 2016 to 1.6 million in 2019). In the period 2019-2020 the arrivals from Italy recorded a fall of -76.0% (to 373 thousand). Share Italian market in terms of arrivals for 2020 was 5.1%, when in 2016 it was 5.6% and in 2019 5.0%. Arrivals from Italy show strong seasonality with 73.3% of arrivals for 2020 to be recorded in Q3, while the corresponding figures for Q1, Q2 and Q4 were 19.3%, 1.8% and 5.6%. The most popular tourist destinations from Italy in Greece according to BoG 2020 was: Attica, the South Aegean and the Ionian Islands. Regarding the overnight stays of tourists from Italy, in 2019 12,609 thousand were recorded (+ 8.7% in comparison with 2016, 11.6 million). Unlike the period 2019-2020 there was a decrease of -72.6% (to 3.5 million). The intense seasonality is also observed in the nights with 80.0% for 2020 to be recorded in Q3 while the corresponding one's sizes for Q1, Q2 and Q4 were 9.9%, 3.9% and 6.2%. The Italian market share in terms of overnight stays rose in 2020 to 5.4% when in 2016 it was 6.1% and in 2019 5.4%. Receipts from Italy in 2019 reached €1,009 million (+ 39.7% compared to 2016) with a share market 5.7%, when in 2016 total receipts were € 722 million with the same share. In the period 2019-2020, the receipts from Italy decreased by -78.4% (in € 218 million) with the market share in 2020 amounting to 5.1%. In Q3, 81.5% of the receipts for 2020 from the Italian market. The corresponding sizes in Q1, Q2 and Q4 were 11.1%, 2.6% and 4.8%.

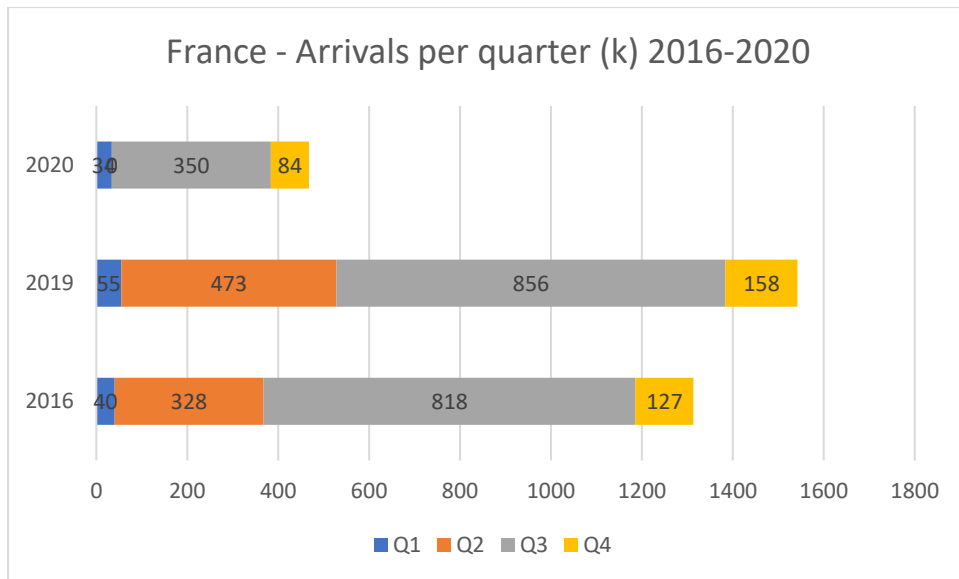


INCOMING TOURISM FROM THE UNITED KINGDOM

LEFKAS IMPACT TOURISM INDICATORS 2016-2020

According to the Office for National Statistics, tourists from UK made in 2020 * 23.8 million international trips (-74% compared to 2019, 93.1 million) and spent £ 13.8 billion (-78% compared to 2019, £ 62.3 billion). The main motivation for a trip was a vacation (60%) and then the visit to friends & relatives (29%), the business travel (10%) and Other (2%). Inbound tourism from the UK during the period 2016-2019 marked an increase of + 20.9% (from 2.9 million in 2016 to 3.5 million in 2019). In the period 2019-2020 the arrivals from The United Kingdom recorded a decrease of -69.5% (to 1.1 million). The UK market share in terms of arrivals for 2020 amounted to 14.5%. The arrivals of tourists from the UK. Kingdom in 2020 showed seasonality, with 66.5% to is recorded in Q3 while the respective sizes for Q1 and Q4 were 10.9% and 22.6%. The most popular tourist destinations from the UK. Kingdom in Greece according to BoG 2020 was: the South Aegean, the Ionian Islands and Crete. Regarding the overnight stays, the period 2016-2019 there was an increase of + 14.2% (from 26.6 million in 2016 to 30.3 million in 2019) while in the period 2019-2020 a decrease of -65.6% (to 10.4 million). The UK market share in overnight conditions for 2020 amounted to 16.3%. The majority of overnight stays (73.5%) are recorded in Q3 while the respective figures for Q1 and Q4 were 7.3% and 19.2%. Receipts from the UK in the period 2016-2019 showed an increase of + 31.9% (from € 1.9 billion in 2016 to € 2.6 billion in 2019) while on the contrary in the period 2019-2020 reduction by -70.5% (to € 756 million). The share of the British market in 2020 in terms of receipts amounted to 17.5%. The majority of overnight stays (77.5%) is recorded in Q3 while the respectively figures for Q1 and Q4 were 6.8% and 15.7%.

INCOMING TOURISM FROM FRANCEZEA IMPACTTOURISM INDICATORS 2016-2020



According to data from the OECD Tourism Committee (OECD Tourism Committee), in 2019 the French made about 216.6 million trips (-1.6% in comparison with 2018). Of these, 186.2 million (85.9% of total) was domestic (-1.8% compared to 2018). The international travel in 2019 amounted to 30.4 million (14.1% of total, -0.3% compared to 2018). The gentlemen destinations for 2018 (there are no more recent ones available data) were Spain (14.8%), Italy (10.8%), the United Kingdom (5.9%) and Portugal (5.3%). Incoming tourism from France in the period 2016-2019 marked an increase of + 17.4% (from 1.3 million in 2016 to 1.5 million in 2019). In the period 2019-2020, arrivals from France to Greece recorded a decrease of -69.6% (to 469 thousand). The French market share of the incoming tourism in 2020 was 6.4%, when in 2016 it was 5.3% and 2019 4.9%. Arrivals from France show intense seasonality with 74.8% of arrivals for 2020 being recorded at Q3, while the corresponding figures for Q1 and Q4 were 7.2% and 18.2%. The most popular tourist destinations from France in Greece according to the BoG 2020 was: the South Aegean, Crete and Attica. In terms of overnight stays, the period 2016-2019 increased by + 11.9% (from 11.6 million in 2016 to 12.9 million in 2019) while in the period 2019-2020 a decrease of -64.6% (to 4.6 million). The French market share in overnight conditions for 2020 amounted to 7.2% when in 2016 it was 6.1% and in 2019 5.6%. The majority of overnight stays (79.5%) is recorded in Q3 while respectively figures for Q1 and Q4 were 3.5% and 17.0%. Receipts from France in the period 2016-2019 showed an increase of + 22.6% (from € 889 million in 2016 to € 1.1 billion in 2019) while on the contrary in the period 2019-2020 decrease by -66.3% (to € 367 million). Her share French market in 2020 in terms of receipts amounted to 8.5% when in 2016 it was 7.0% and in 2019 6.2%. The majority of receipts were recorded in Q3 (81.2%) while the corresponding figures for Q1 and Q4 were 4.1% and 14.7%.

14. GLOBAL YACHTING COVID BOOM

A record number of vessels have been built or ordered around the world, with more than 1,200 superyachts being built. This is a 25% increase from last year. Part of the coronavirus crisis, the superyacht industry is booming, with the number of ships under construction or ordering around the world setting new records. More than 1,200 superyachts are expected to be built, according to figures published in the latest edition of Boat International's Global Order Book. This is a 25% increase from last year. "The market has never been so busy," said superyacht broker Will Christie. "And I have been in this industry for 20 years. Many say they appreciate the safety of yachting during a pandemic. But that's also because in the early days, people with enough money were too busy in the office to justify their purchases, and today they can work from anywhere. Shipyard orders are usually full by 2025. This means that if the ship can be delivered many years ago, the customer is willing to pay a surcharge to take advantage of someone else's sleeper. He argued that being able to move the villa to another location at any time was very attractive. Of the 1,200 superyachts under order or under construction, 27 will be over 100 meters long, according to the Global Order Book. Built by Norwegian billionaire Shell Inge Roque, the REV Ocean is 183 meters in size and is the largest in the world. In 2020, global market revenues reached \$ 41 billion (from almost \$ 40 billion in 2019) and, according to estimates, in 2021 was increase even more. As traveling by private or rented boat was considered a safer way of vacationing, this development during the strange summers that preceded it might have been expected. In 2020 alone, over 310,000 yachts of all types and sizes were sold worldwide (an increase of 12% compared to 2019). Conclusively, based on the previous article demand will be extremely high for all the marinas with new boats showing up with a LOA (length overall) over 50 meters.

Meanwhile, people who already own boats are facing prolonged delays getting them repaired, cleaned, painted, and upgraded and they can't even find a place to dock his powerboat at the California Yacht Club in Marina del Rey, where he's been on a wait list for a 50-foot slip. Long Beach doesn't have any space, Newport Beach doesn't have any space. It's quite easy to find a 30-foot slip because no one's buying 30-foot boats anymore; they want bigger. It's a waiting game everywhere up and down the marina as yacht dealers and boat workers contend with what they say is the largest supply-and-demand disparity since the freewheeling, big-spending days that preceded the Great Recession. That downturn crippled boat sales for years, and brokers braced for a repeat when the first wave of COVID-19 lockdowns went into effect. The opposite happened. Business tanked for a few weeks but quickly rebounded as restrictions throttled air travel and stir-craziness set in. Americans turned to all manner of outdoor activities — road trips, hiking, biking, camping — to help them cope and pass the time. The open ocean provided the ultimate low-risk getaway. People who could afford it chartered boats. Those with even greater financial means just bought them outright. And thanks to surges in investments such as stocks, real estate and Bitcoin, the number of people with yacht money has never been bigger — even as the economy as a whole struggle to shake off the effects of the pandemic.

15. COVID MEASURES APPLIED TO YACHTING FIELD

15.1. INTRODUCTION

Entry rules for private yachts and commercial pleasure boats (except cruise ships) in ports, that will be deeply analyzed below, marinas and shipyards of mainland Greece, arriving from abroad. Such vessels are allowed to enter Greek ports only if they have no passengers, under specific health rules and with permission of the competent authority.

- Continuation of the ban of boat arrivals from foreign countries for which special restrictive measures are still in force.
- Mandatory testing of the owner of the vessel and crew members in a certified laboratory (at their expense).
- Vessels in long-term mooring at Greek ports throughout the Covid-19 pandemic must abide by EODY's guidelines.
- Owners of vessels must submit a maritime health declaration.
- Information regarding the rules and regulations taken for COVID-19 in the port of use must be provided to vessel owners and crew.
- COVID-19 Applied Measurements

Based on the aforementioned measurements, we deeply analyze below many of most common cases that all the boats confront within their voyages.

15.1.1.PRIOR TO THE PORT ENTRANCE

According to DYK (2005), it is obligation of the shipowner to immediately inform the competent authority at the next port for any public health hazard appearing on board. Prior to arrival at the port, the Maritime Declaration of Health (MDH) must be completed by the captain and / or doctor and sent to the competent authority in accordance with local port requirements. The captain must inform the competent port authority of the number of passengers (crew and passengers) aboard the ship and submit all documents required by the country before mooring. The port health authority must publish all the local measurements and rules applicable in this region during the specific period chosen to be berthed. Furthermore, it is recommended all the boats to have an emergency and an isolation plan in order to be able to confront all the unexpected covid for suspected COVID-19 cases according to the World Health Organization (WHO) and the European Program EU. In addition to this, the captain should be aware about the competent authority that the incident should be referred to or any other risk to public health on board the ship while it is parked at the port or at the dry tank station.

15.1.2.SHIP'S INSPECTIONS

It is important to communicate risk information and safety precautions to boarding personnel for risk assessment regarding the implementation of social contact avoidance, hand hygiene and the use of personal protective equipment (PPE). If the competent

authority decides to carry out a health inspection before granting freedom of association, precautions should be followed in accordance with EODY guidelines based on the guidelines of the EU HEALTHY GATEWAYS, WHO and ECDC.

15.1.3.DURING MOORING PERIOD

Immediate repatriation of crew members will be possible immediately upon arrival of the ship but will take place gradually. Crew members will remain on board as long as possible. The ship's captain must be able to inform the competent port authorities at any time of the persons on board and of their state of health. If disembarkation is required, then each person must be required to complete the Passenger Located Form before disembarking from the ship and the captain must retain that document for at least one month. The competent authority must grant approval prior to the disembarkation of any person on board and the state of health of that person.

During mooring, if a person on board has COVID-19-compatible symptoms (including the sudden onset of at least one of the following: cough, fever, or shortness of breath), this should be reported immediately to the appropriate authority. Then instructions will be provided on the management of the suspicious incident and close contacts (see below), the cleaning and disinfection of the environment, according to the instructions of EODY. The suspected case can either disembark and isolate and receive medical care on land or be isolated on board (according to the instructions of EODY) until it is accidental unless his health deteriorates and requires hospitalization on land. The decision on incident management will be made by the competent authority based on the risk assessment and the situation in the community. Ship operators or captains should cooperate with the competent port authorities to ensure the supply of water and food, medicine and medical equipment, fuel and any other vital supplies or equipment required for the operation of the ship. The ship must comply with the local rules and regulations of the country for COVID-19 and all other applicable laws. The local authorities will decide and inform the captain if the crew members will be able to disembark with short-term roadmaps. If buses are to be used to transport passengers from the port to the airport, then the bus operators should follow the guidelines given by the country. If crew members or passengers stay in a hotel before traveling, then the port authority should be notified, and this should be completed on the Passenger / Crew Tracking Form. The port authority should coordinate with the local health authority where the hotel is located to exchange information and monitor public health measures, if necessary.

15.2. SUSPICIOUS CASE MANAGEMENT OF NEW COVID (2019-nCoV) ON BOARD

Record the suspicious case according to the Maritime Declaration of Health (Annex 8, International Health Regulations) and submit it to the health authorities of the entrance gates.

15.3. GENERAL INSTRUCTIONS FOLLOWED BY THE CREW

The ship's health officer must inform the ship's occupants of a suspicious case. All occupants of the ship must be informed that they must a) report to the health officer, if they have been in close contact with the suspected case and b) in case of illness, to immediately inform the health officer. The health officer must look for all the people (close and occasional contacts) and record in a Passenger Locator Form:

their names, cabin number and type of contact (staying in the same cabin with the patient, providing nursing care etc.). Close contacts will be instructed to monitor their health for the next 14 days (active surveillance) in the cabin or on land. If the case is laboratory confirmed, close contact is recommended to remain in isolation on land or repatriated according to WHO guidelines. In case there are multiple cases on the ship, i.e., continuous transmission inside the ship, then all passengers are considered close contacts and disembark. Isolation measures may include active monitoring by port public health authorities, confinement (isolation) and medical evaluation, at the discretion of the competent health authorities. To facilitate the work of public health authorities, it is essential that all passengers and crew are accessible by telephone.

All occasional contacts of the suspected case must complete the passenger locator form (PLF) and receive instructions on the symptoms and mode of transmission of the disease, in order to monitor their health for 14 days from their exposure. In case of symptoms, they should remain isolated in a private area and contact the health services. The health officer must recommend the general observance of the basic rules of hygiene. It is especially important to wash your hands with soap and water at regular intervals and before contact with the mouth, nose, or eyes, as well as before eating and drinking or smoking.

CONCLUSION

As far as it concerns all the marinas around the world, there is a difficulty to reinvest and sustain this kind of businesses, while the Greek state acknowledge has an extra difficulty in attracting investment in the specific industry and confront delays in licensing. Bureaucracy is bleeding the whole field, and in addition makes the acquisitions and investments a long and time-consuming business game. Zea marina for example within her privatization in 2003, had to comply with all the aforementioned necessary procedures for the operation of a private marina. However, all the results since the early beginning of the pandemic are showing that marinas are extremely resistant even to a unprecedented situation and they have changed the up to now allocation of their contract mix. Even though all the marinas are directly affecting from yachting and the latter from the Covid-19, there wasn't any significant deduction in the demand related with the berth requests, especially for annual ones due to uncertainty. Indeed 2020 was a difficult touristic year because there were lot of restrictions either for arrivals or for internal movements but having already the whole picture of 2021, we can see that the effect was mostly for the transient ones and the specific category, from the marina perspective, is the most unprofitable and time-consuming either for the sailors or for the front office of the marina. The desirable contract mix for all the marinas should be fluctuated within annual private and annual charter boats. The former has the possibility to prepay the whole year, so there is an increase in the company's cash flow even though they are not going to make plenty of trips due to private use of owners and the berth is not going to be used from the marina for the accommodation of transient boats. In addition, the latter has not the possibility to prepay, they usually choose annual with monthly installments, but due to their scheduled trips (chartering use), they know for the early of April all the details about the dates that the berth is going to be empty. Conclusively, in order the marina to combine the aforementioned privileges, has to create a contract mix of these kinds of boats based firstly on her transient traffic and secondly on the desirable levels of cash flow per month. The commercial action of the above proposal is a series of activities carried out in order to transform determined inputs into services or combinations of product/service designed to satisfy human needs. The task of the managers or executives is to ensure that these transformations are carried out in an effective and efficient way despite all the unprecedented situations within the years.

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