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### A. INTERVIEW PROTOCOL

We are researching the possibility of creating a new type of public boat club in Hong Kong. In order to provide a safe and secure mooring facility we want to understand the expenses and revenues of a boat club. Your responses will remain anonymous.

#### **Finances**

What are the general areas of costs of constructing and operating a marina?

1. Can you provide for us an outline of the different areas of expenses for running a boat storage facility?
2. Approximately which areas of your expenses come from services optional to members?
3. Is the land your facility is located on granted to you or do you lease it from the government? How much do you pay to lease the land?  
*(if the amount you pay for leasing the land is sensitive, you may provide us with either a range that you pay or at the least just state that you pay for the land and it is not granted to you)*
4. How much do you pay for seabed rights from the government or is the seabed granted to you?  
*(if the amount you pay for seabed rights is sensitive, you may provide us with either a range that you pay or at the least just state that you pay for the land and it is not granted to you)*

Do you have employees whom you pay?

1. Are the employees compensated in other ways (perks)?

Do you utilize volunteers at your facility?

What revenue streams do your marine operations provide?

1. How much revenue comes from membership fees?  
*(if this is sensitive information, you may give us a rough fraction instead of an exact number)*
2. Does revenue need to be subsidized from other areas of the club?
  - a. If so, what are these areas?
3. How many berths do you have and how do you charge for them?

#### **Management**

1. For the sake of interest only at this point, would your club be willing to operate a new public boat club?
  - a. Why or why not?

## B. INTERVIEW TRANSCRIPT: ROGER EASTHAM, RHKYC

**Date & Time:** 30 January 2012, 2:00pm

**Location:** Royal Hong Kong Yacht Club, Kellett Island Clubhouse

**Interview Conductors:** Chelsea Cook, Tyler Wack

### Finances

#### ***WHAT ARE THE GENERAL AREAS OF COSTS OF CONSTRUCTING AND OPERATING A MARINA?***

These numbers are based off the most recent berth construction completed. In 2005, a 46 berth marina was constructed and the cost to create the berths was ~\$20 million HKD (400,000 HKD per berth). The next closest quote was around \$40 million HKD. It was also noted that if you were to build double the number of berths, it would most likely not cost double.

Rough numbers for how much it would cost to construct berths today in 2012 could be around \$800,000-1.2 million HKD per berth. This does not include the construction of a breakwater or any other potentially necessary item for a safe and secure mooring facility.

#### ***1. CAN YOU PROVIDE FOR US AN OUTLINE OF THE DIFFERENT AREAS OF EXPENSES FOR RUNNING A BOAT STORAGE FACILITY?***

RM (repair and maintenance) budget runs around \$50,000 annually. Repair and maintenance includes things such as fendering, a fire system (piping, etc), and pontoons. When your marina is brand new, your RM budget will be pretty low, by the time you get to 5 years, it will increase, and by the time you hit 10 years it will be a significant part of your budget. By 15 years, most things will need replacing (mid life refit) and your RM budget will be continually pretty high. The more you invest to get the better quality hardware products at the start, the less it will cost you in the long run.

It is important to note that this budget does not include the cost of the manpower needed to actually do the repairs or maintenance. You also need to make sure you have some form of a capital reserve paid into the RM budget in order to pay for RM so you do not need to take money out of you operational revenue. It is a different expense model if you choose to not have a capital reserve.

#### ***2. APPROXIMATELY WHICH AREAS OF YOUR EXPENSES COME FROM SERVICES OPTIONAL TO MEMBERS?***

See notes from question A.

#### ***3. IS THE LAND YOUR FACILITY IS LOCATED ON GRANTED TO YOU OR DO YOU LEASE IT FROM THE GOVERNMENT? HOW MUCH DO YOU PAY TO LEASE THE LAND?***

The land RHKYC uses at Shelter Cove and Middle Island is leased as a Short Term Tendency (STT) – Recreational Lease. The Kellett Island facility is on a special 150-year lease.

There are two ways to gain land from the government. You can either lease it under an STT or buy it on a land premium. For people looking to make an investment, such as a developer, a land premium would be more suitable because a long time investment is possible. For a facility such as RHKYC or a municipal boat facility, an STT would be more appropriate, because you are willing to take your chances in getting the land re-leased to you on the assumption that you are a “good tenant” and are complying with the terms of the lease.

**4. HOW MUCH DO YOU PAY FOR SEABED RIGHTS FROM THE GOVERNMENT OR IS THE SEABED GRANTED TO YOU?**

RHKYC rents the moorings located in the Causeway Bay Typhoon Shelter from the Marine Department.

Seabed rights can be confusing because it depends on the types of moorings you have. The Lands Department has control over the seabed but the Marine Department has control over the water above it. If you were to use piles, you would need to go through the Lands Department. This is because a piled marina is judged to be reclamation (a permanent structure that “casts a shadow on the seabed”).

In Victoria Harbour the issue of reclamation is further controlled under the Protection of the Harbour Ordinance (PHO), which is a presumption against reclamation.

It could however be successfully argued that a pontoon system that is fixed to the sea bed using (removable) mooring blocks does not constitute reclamation, and would then be categorized as a landing platform, which would then fall under the jurisdiction of the Marine Department, and would attract monthly rental charges rather than a lease or land premium.

It could however also be argued that a marina is a facility that provides access to the Harbour, and that any such reclamation would be in line with the PHO as it enhances the public usage and enjoyment of the harbour (proportionality)

**DO YOU HAVE EMPLOYEES WHOM YOU PAY?**

**1. ARE THE EMPLOYEES COMPENSATED IN OTHER WAYS (PERKS)?**

Yes, RHKYC has 250 full time staff members whom they pay, 50 of these are marine focused staff members (18 people for the boat yard, 30 people for marine operations, such as sampan taxi drivers to take people to and from boats, staff to run our racing, to service marine facilities, run safety boats for sail training etc etc)

Manager-level employees receive some of the benefits of club membership.

**DO YOU UTILIZE VOLUNTEERS AT YOUR FACILITY?**

Yes, RHKYC utilizes volunteers to run racing events and organization committees. Different events and activities that involve the core sports of the club (sailing and

rowing) need to be organized by a committee, and these committees are made up of volunteers. Racing events need to be organized and run, and there other needs to be race committee boats, racecourses need to be set, and recorded. These events utilize volunteers also. RHKYC is a member's Club – and as such all employees are working and engaged to serve the members.

***WHAT REVENUE STREAMS DO YOUR MARINE OPERATIONS PROVIDE?***

- Membership fees (~50%)
- Mooring fees (~10%)
- Other (F&B)

***1. HOW MUCH REVENUE COMES FROM MEMBERSHIP FEES?***

Approximately 50% of RHKYC's revenue comes from monthly membership fees.

***2. Does revenue need to be subsidized from other areas of the club?***

Moorings. There is a monthly fee to rent the moorings from the government. This fee from the government forms approximately 50% of the fee charged to the member, the other 50% is calculated in order to cover what it costs the Club to maintain and service the moorings (sampan service, bi-annual maintenance other areas like boat length, water usage, electricity, etc)

This is an area where you could charge a little bit more money in order to have some left over money to put away for RM.

***3. HOW MANY BERTHS DO YOU HAVE AND HOW DO YOU CHARGE FOR THEM?***

Close to 340 moorings, and a 46 berth Marina. 354 are moorings, 46 are marina berths. There are 126 swing moorings at RHKYC's Shelter Cove Facility, 52 moorings at the Middle Island facility, and 132 at the Kellett Island facility, 6 guest moorings in Jade Bay (Sai Kung) and 15 moorings in the Aberdeen Typhoon Shelter. In order to charge for berths, they charge per berth size. So if they have you pay for a 15metre berth, no matter the size of you boat, as long as you boat can safely fit inside the berth.

RHKYC also offers pontoon moorings to rent out to boat owners for the day. In order to utilize this option, you will pay per metre of boat length. The Club purposefully maintains around 10% empty berthing / moorings to accommodate visiting yachts from overseas, and to allow people to short term rent.

**Management**

***1. FOR THE SAKE OF INTEREST ONLY AT THIS POINT, WOULD YOUR CLUB BE WILLING TO OPERATE A NEW PUBLIC BOAT CLUB?***

As for Roger, he cannot speak on behalf on the entirety of the Royal Hong Kong Yacht Club and say that they would be willing to run a new type of public-access boat storage facility. Roger is able, and freely willing to say that they would

definitely want to be involved in a facility of this nature though (i.e., if the facility is run by a board of people, they would be willing to sit on the board). They would prefer to be "on inside looking out then on the outside looking in".

Roger also suggests that if a proposal were to be made, they would have to hear the idea first, but they would be more than willing to listen to the proposal with an open mind.

### **Additional Email Correspondence**

#### ***MR. EASTHAM:***

One point I may have failed to raise - The driver for construction of new marinas is at the end of the day to meet the growing demand for mooring of pleasure vessels.

It is easy to lose site of the key goal when you get focused on large and exciting projects such as new marinas - A pragmatic and easily achievable approach would be to consider developing a new mooring area first rather than building an expensive marina.

Moorings fall under the responsibility of Marine Department - cost to lay a single point mooring for a 50 foot boat would be around 25K including all hardware - so a mooring field for 100 boats could be laid for around HK\$ 3M! -Double that cost if you use fore and aft mooring system (as in Aberdeen or Causeway Bay)

Whilst moorings may not be "sexy" they serve the key purpose - which is to provide moorings for boats - can be done at a fraction of the cost of a marina, no need for planning permission, etc etc.

On the down side - needs some small shore based support system - ferry boats etc to service, but as a quick fix, assuming a sheltered area of water can be secured, it is along the path of significantly lower resistance.

#### ***WPI TEAM:***

Would RHKYC be interested to be involved in a new public-access boat club in Tolo Harbour?

#### ***MR. EASTHAM:***

In principle - without making any firm commitment, I think it would be fair to say that the RHKYC would consider involvement in a public access facility in Tai Po.

However, one significant limiting factor in the development of the Tai Po / 3 Fathoms Cove area for pleasure boating is the lack of service and maintenance facilities in that area - there are two run down slipways / boatyards that used to service the local fishing fleet, but nothing suitable for the haul out and maintenance of significant sized (40 foot plus) yachts and motor cruisers.

The closest place is Sai Kung - which means making a potentially rough and dangerous trip around the end of the Sai Kung peninsular - It is my personally held view that in order for Tai Po to be developed to full potential that a well set up and professionally managed boatyard / service facility is a must.



## C. INTERVIEW TRANSCRIPT: MICHEAL FRANCO, HHYC

**Date & Time:** 02 February 2012, 11:00am

**Location:** Hebe Haven Yacht Club, Sai Kung

**Interview Conductors:** Chelsea Cook, Tyler Wack

### Finances

#### ***WHAT ARE THE GENERAL AREAS OF COSTS OF CONSTRUCTING AND OPERATING A MARINA?***

The general costs of constructing and operating a marina depend on the size and type of facility you want to operate. HHYC 60 berth marina and hardstand cost about \$22 million back in 2003. It all depends on what material you want to use to construct the marina and what services you wish to provide in your marina (i.e. pontoons, the type of berths, electricity, and water supply). Dry storage (boat rack storage system) for smaller vessels i.e speedboats & wake boarders, on the other hand could cost less to construct but the forklifts used for launching and recovering the boats for the dry storage can cost around \$2 million per unit.

#### ***1. CAN YOU PROVIDE FOR US AN OUTLINE OF THE DIFFERENT AREAS OF EXPENSES FOR RUNNING A BOAT STORAGE FACILITY?***

- Maintenance – pontoons will degrade.
- Set up Cost
- Employees

HHYC uses a 10-20 year benchmark in order to put funds away in order to pay for repair and maintenance.

#### ***2. APPROXIMATELY WHICH AREAS OF YOUR EXPENSES COME FROM SERVICES OPTIONAL TO MEMBERS?***

All shore-side facilities are used to support all the water facilities and activities. The shore-side facilities are almost not optional because these are basically a support system that compliments your on water activities. All on water facilities provided bares an operational cost, which is normally charged to the end user. But in another sense, most things at the club are optional, but usually if you offer a service, the members will pay to use that service.

Another important factor to keep in mind is space for parking. This is an additional land-based service clubs can offer, but having enough space for a large parking lot is difficult to come by especially in Hong Kong where land is a premium.

#### ***3. IS THE LAND YOUR FACILITY IS LOCATED ON GRANTED TO YOU OR DO YOU LEASE IT FROM THE GOVERNMENT? HOW MUCH DO YOU PAY TO LEASE THE LAND?***

The land used by the HHYC is leased under a long-term lease, currently for 15 years. Despite the cheap cost to lease the land from the government for 15 years, they also pay a Ratable Value fee to the government. This is calculated based on the area of land leased by the Club. This is around \$380,000 per

year.

**4. HOW MUCH DO YOU PAY FOR SEABED RIGHTS FROM THE GOVERNMENT OR IS THE SEABED GRANTED TO YOU?**

HHYC currently do not pay a Land Premium as they only lease the land from Government.

**DO YOU HAVE EMPLOYEES WHOM YOU PAY?**

**1. ARE THE EMPLOYEES COMPENSATED IN OTHER WAYS (PERKS)?**

Yes. They pay their employees and offer additional employee benefits that will vary depending on positions held.

**DO YOU UTILIZE VOLUNTEERS AT YOUR FACILITY?**

Yes. HHYC utilizes volunteers from both the Club membership and from the general public for the majority of their Community events for example:

1. Community Sailing → For students of Government subsidized schools that come from families who are not as well off. HHYC intentions are to try to offer the opportunity to learn sailing to everyone, and with this program, children who normally will not have the chance to can come down and learn to sail, free of charge.
2. School Sailing → This program is offered to EFS schools, and it is a program where students can include sailing as part of their after school outdoor activity and learn to sail after school.
3. Disabled Sailing - HHYC introduced this program in 2010 to provide those who are either physically or mentally less able the opportunity to learn to sail. HHYC is the first to pioneer this activity in Hong Kong.

**What revenue streams do your marine operations provide?**

1/3 Marine Facilities (~\$14 Million)

1/3 Members Fees (\$9Million)

1/3 Food and Beverage (\$12Million)

**1. HOW MUCH REVENUE COMES FROM MEMBERSHIP FEES?**

1/3 (\$9 Million) of revenue comes from membership fees.

**2. DOES REVENUE NEED TO BE SUBSIDIZED FROM OTHER AREAS OF THE CLUB?**

**a. IF SO, WHAT ARE THESE AREAS?**

Revenue comes from Marine facilities, member fees, and food and beverage.

**3. HOW MANY BERTHS DO YOU HAVE AND HOW DO YOU CHARGE FOR THEM?**

Berths are charged by linear foot of the boat. They have a 60-berth marina, 200 dry storage and 213 mooring space available outside the marina.

**Management**

**FOR THE SAKE OF INTEREST ONLY AT THIS POINT, WOULD YOUR CLUB BE WILLING TO OPERATE A NEW PUBLIC BOAT CLUB?**

This would be at the discretion of the club directors. Currently, the director's focus will be on future Club developments based on the present shortages in marine facilities and the need to look at resolving this issue. Their interest towards operating an additional public marina facility would be "luke warm".

Mr. Franco opined that the concept applied to the Jockey Club Public Golf Course should be considered for a Marina complex in Hong Kong. This is based on the impact the Public Golf Course has made since its inception towards golfing in Hong Kong where once golfing was perceived to be a rich man's activity and has now opened golfing up to everyone in Hong Kong. Mr. Franco believes a public marina has the potential to create the same effect towards boating, sailing and water activities. Mr. Franco also believes Hong Kong as a world city will benefit from having such a facility available.

### **Additional Email Correspondence**

***WPI TEAM:***

How many people are on Hebe Haven Yacht Club's waiting list for wet berthing space?

***MR. FRANCO:***

- HHYC CURRENTLY HAS OVER 300 MEMBERS ON OUR MARINE FACILITIES WAITING LISTS - MARINE BERTHS, SWING MOORINGS AND DRY BERTHS.
- Are they categorized by berth size desired? If so, those figures would be helpful as well.

MARINE BERTHS: 30 FOR 18M BERTHS  
48 FOR 15M BERTHS  
37 FOR 12M BERTHS

SWING MOORINGS: 20 FOR 10 TO 11M  
27 FOR 12 TO 14M

DRY BERTHS: 52 FOR 7M  
65 FOR 8M  
48 FOR 9M OR OVER

## D. INTERVIEW TRANSCRIPT: PRIVATE BOAT FACILITY #1

**Date & Time:** 08 February 2012, 2:30pm

**Interview Conductors:** Chelsea Cook, Tyler Wack

### **Finances**

***WHAT ARE THE GENERAL AREAS OF COSTS OF CONSTRUCTING AND OPERATING A MARINA?***

The general costs involved with marina construction and operation depend on where the facility is located (i.e. is a breakwater needed).

Some general costs could include:

- Fire Equipment
- Electricity
- Pontoons
- A road to get to facility (if needed)
- Costs to for a dry stack (1 ½ years ago would have cost ~HK\$10million for framework and land preparation.)

***1. CAN YOU PROVIDE FOR US AN OUTLINE OF THE DIFFERENT AREAS OF EXPENSES FOR RUNNING A BOAT STORAGE FACILITY?***

Can be viewed on Website.

The main expense is paying staff. This is because the staff needs to be skilled workers. These skilled workers are also difficult to find because in Hong Kong there is no college or training for this type of work, which is also contributing to the stagnant growth of the boating industry.

***2. APPROXIMATELY WHICH AREAS OF YOUR EXPENSES COME FROM SERVICES OPTIONAL TO MEMBERS?***

Monthly berthing fee + Management fee = Total Berthing Fee.

- Electricity is charged on consumption basis
- They do not charge for water
- Boat Repair/Utilizing Boat Yard is an additional fee on top of berthing fee.

\*\*Dry stack members can get their boats lifted and launched for free. This is included in their membership.

***3. IS THE LAND YOUR FACILITY IS LOCATED ON GRANTED TO YOU OR DO YOU LEASE IT FROM THE GOVERNMENT? HOW MUCH DO YOU PAY TO LEASE THE LAND?***

The land is leased under an STT, which is a 15-year lease. This is similar to most clubs. When their 15 years is up, the lease might be different, but for now it is a 15-year lease.

***4. HOW MUCH DO YOU PAY FOR SEABED RIGHTS FROM THE GOVERNMENT OR IS THE SEABED GRANTED TO YOU?***

A large area of land is leased through the government, and the seabed is included in this lease. This is because the lease is through the country club

and the marina is under the country clubs plans. So through the country club, the seabed is under the land lease.

***DO YOU HAVE EMPLOYEES WHOM YOU PAY?***

***1. ARE THE EMPLOYEES COMPENSATED IN OTHER WAYS (PERKS)?***

Yes, employees are paid. There are no perks given to employees.

***DO YOU UTILIZE VOLUNTEERS AT YOUR FACILITY?***

No, only staff because the staff needs “basic safety training” to work at this marina facility. Once a person has this basic safety training, qualifying them to know how to use tools and operate machinery correctly, they are administered a Green Card. This Green Card requires the facility to pay them

***WHAT REVENUE STREAMS DO YOUR MARINE OPERATIONS PROVIDE?***

- Membership Fees
- Debenture Fees

***1. HOW MUCH REVENUE COMES FROM MEMBERSHIP FEES?***

In order to see charged fees, see figure on separate page

***2. DOES REVENUE NEED TO BE SUBSIDIZED FROM OTHER AREAS OF THE CLUB?***

In order to see charged fees, see figure on separate page

***3. HOW MANY BERTHS DO YOU HAVE AND HOW DO YOU CHARGE FOR THEM?***

300 Wet Berths, 120 Dry Berths.

**Management**

***FOR THE SAKE OF INTEREST ONLY AT THIS POINT, WOULD YOUR CLUB BE WILLING TO OPERATE A NEW PUBLIC BOAT CLUB?***

This facility would be interested if something was built in that area, but there will probably be no rights granted to build anything in that area. Either way it is important to remember that a facility of this nature would need full government support. Without the government, this cannot happen.

<b>DEBENTURE</b>	<b>Company</b>	<b>Individual</b>
Long Lease Wet Berth (Group A)	HK\$795,000 (12 units of debenture at HK\$66,250 per unit)	HK\$530,000 (8 units of debenture at HK\$66,250 per unit)
Short Lease Wet Berth (Group B)	HK\$795,000 (12 units of debenture at HK\$66,250 per unit)	HK\$530,000 (8 units of debenture at HK\$66,250 per unit)
Short Lease Dry Stack (Group B)	HK\$795,000 (12 units of debenture at HK\$66,250 per unit)	HK\$530,000 (8 units of debenture at HK\$66,250 per unit)
Members are required to pay one additional month subscription each year, normally billed in December to cover Staff Bonus Payment.		

<b>Marina Wet Berth Management &amp; Berthing Fees</b>										
Length of Berth	40	45	50	55	60	70	75	100	110	
Long Term Lease Management Fee (\$)	1470	1730	2050	2460	2860	3590	4120	8780	9660	
Short Term Lease Management Fee (\$)	2130	2500	2890							
Berthing Fee for Short Term Lease (\$)	2860	3410	4070							
For wet berth members without a boat, a management fee of HK\$2,130 will be charged each month.										

<b>Marina Dry Stack Management &amp; Berthing Fees</b>											
Size (ft)	20	21	22	23	24	25	26	27	28	29	30
Management Fee (\$)	790	790	790	790	790	790	790	790	790	790	790
Berthing Fee (\$)	790	950	1110	1280	1430	1600	1750	1920	2070	2240	2390
For dry stack members without a boat, a management fee of HK\$790 will be charged each month.											

## E. INTERVIEW TRANSCRIPT: PRIVATE BOAT FACILITY #2

**Date & Time:** 11 February 2012, 3:00pm

**Interview Conductors:** Chelsea Cook, Tyler Wack, Yanxin Zhou

### ***WHAT ARE THE GENERAL STARTUP AND CONSTRUCTION COSTS INVOLVED WHEN STARTING AND RUNNING A BOAT FACILITY?***

When it comes to determining the costs associated with a boat club, it is difficult to give exact figures because of the many different things that could be involved.

Some things to consider when starting up a boat facility:

- Identify Site
- Site Survey
- Geological Survey
  - Until you complete the surveys, you will not know what the cost will be.

In order to build a break water:

- ~40% of the entire development cost (for entirety of marina) if you need to construct a break water
  - ~HK\$51,000 to construct a concrete floating break water
  - It will cost ~40% more to construct a rock break water

Benefits of floating break water: you do not have to use piles, thus reducing ecological concerns

### ***HOW MANY BERTHS DOES YOUR FACILITY HAVE?***

They have 300 berths:

- 50, 45ft berths
- 50, 55ft berths
- 30-32, 65ft berths
- 30-32, 75ft berths
- 7, 120ft berths

Since all marinas came up at the same time, most of the marinas around Hong Kong have 300 berths (because they had to have that number)

- Materialistically they have 200 berths. This was because 111 slips were intended for speedboats, but GCYCC does not have a dry rack for storage.

### ***WHAT ARE YOUR THOUGHTS ON DRY STACKING?***

Less expensive and more space efficient than wet berthing

- Revenue center

Boats under 40ft are usually dry berthed

For a 200 berth dry rack, 4 stacks (4 stories) high, 50 bays long (4 metre bays),

utilizing a stacker crane, would take up: ~115-120ft wide and ~300ft long of land.

- You can also change the height of bays in a dry rack if needed

A stacker crane will use less land than a forklift. So if you want to be space efficient, utilizing a stacker crane will be in your interest.

- Also, a stacker crane doesn't need clearance when lifting boats, making the stacker crane more efficient than a forklift
- Stacker cranes are, however, more expensive than a forklift

**HOW WOULD YOU CLASSIFY THE TYPE OF BOAT THAT WOULD UTILIZE THIS FACILITY?**

Size of boats for the "family" end of the market (the "missing market") → ~20-25ft

Sampan ~15-16ft

*→Classifying a Public Boat Club*

- Be careful when classifying a public boat club
- You can really only classify: is the boat licensed, and is the boat seaworthy. After that you begin almost become a "private" club".
  - For example: if you classify what type of cars can park in a car park, it is no longer a public car park, is it?

**WHAT DO YOU NEED IN ORDER TO OPERATE A BOAT CLUB? HOW WOULD YOU COMPENSATE EMPLOYEES?**

If you have a 400 berth marina

- Need ~10-15 people in order for facility to properly operate
- Cost ~HK\$3-4million for you staff alone each year
- Cost ~HK\$7million for total operational expenses without replacement costs.
  - This cost will not always correlate directly to the size of the marina

20-25 years to replace pontoons (today in 2012)

- This is different than 10 years because it is a matter of how well you maintain your hardware.
  - After 20 years, you will have depreciated ~HK\$100million

**WHAT DO YOU BELIEVE IS THE DIFFERENCE BETWEEN A PUBLIC AND PRIVATE FACILITY?**

<b>Public</b>	<b>Private</b>
Pay upfront (for a certain period of time)	Buy a membership (making a commitment to the club)
NO MEMBERSHIP FEE	
No food, pool, other amenities, facility is PURELY BERTHING	Amenities like a pool, food & beverage, restaurants
Berthing fees could be <i>slightly</i> higher because you are not paying a membership (no commitment)	Cheaper berthing because of your membership (membership fees subsidize)

In the case of 50/50, private/public club, the public option would NOT have a club membership; instead one would pre-pay for a set period of time to berth



- For example, one month, 3 months, 6 months, 1 year.

\*\*\*There is no financial commitment for a public club!\*\*\*

***WHAT CONCERNS WOULD BE INVOLVED WITH THE CONSTRUCTION OF PUBLIC-ACCESS BOAT CLUB?***

Government → Full government support will be needed.

- Approval
- Have related departments cooperate

Policies are okay

- Ecology → the environment is a big concern these days. Whatever is done needs to be environmentally friendly or government will not approve it. Environmental Impact Assessment will often be performed.

***WHAT TYPE OF INTEREST WOULD YOU HAVE IN A PUBLIC ACCESS BOAT CLUB?***

The developers of this facility are interested, in Tolo Harbour specifically because:

- Water is very deep, therefore no dredging needs to be done
- The natural environment will not be disturbed

## APPENDIX B: BOAT OWNER INTERVIEWS

### A. INTERVIEW PROTOCOL

我們正在研究一種供公眾使用的水上活動俱樂部。不知您是否能夠用3分鐘的時間參與我們的調查？您的答案將絕對保密。

We are doing a study about a new type of public boat club. We were wondering if you could take 3 minutes of your time to answer this survey. All survey answers will remain confidential.

1. 請問你的船是什麼樣子的？（如果你擁有不止一艘船，請逐個說明）  
What class of boat do you have? (if you have more than one please specify)

類 型 Type	
主 機 Engine (y/n)	
長 度 Length (metre)	

2. 請問你平時都用船做什麼？多久使用一次？  
What do you normally use your boat for and how frequently?
3. 請問你將船存在何處？怎樣保存？  
Where do you store your boat and how do you store your boat? (dry/wet berth)
4. 請問你每月花在船隻保存上的花費是多少？（港幣）  
How much money do you spend on your boat storage monthly? (HK\$)
5. 請問你每月願意為安全可靠的水路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure wet berth?
6. 請問你每月願意為安全可靠的陸路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure dry berth?
7. 如果你正在尋找一個新的地方存船，下列因素哪些對你來說很重要？  
請給每項打個分，1分為完全不重要，5分為非常重要  
If you were looking for a new place to store your boat, how important would each of the following factors be?

價格 Price	1	2	3	4	5
陸路保存/存放 Dry berth for boat storage	1	2	3	4	5
水路保存/存放 Wet berth for boat storage	1	2	3	4	5

下水道/船台/起重機 Slipway/Hoist	1	2	3	4	5
安全及保安關注 Safety and security	1	2	3	4	5
能夠容易地獲得燃料 Ease of access to fuel	1	2	3	4	5
其他 Other:	1	2	3	4	5

8. 請問你住在哪個區？

What district do you live in?

**香港 Hong Kong Island**

- 中西區 Central & Western
- 灣仔區 Wan Chai
- 東區 Eastern
- 南區 Southern

• **九龍 Kowloon**

- 油尖旺區 Yau Tsim Mong
- 深水埗區 Sham Shui Po
- 九龍城區 Kowloon City
- 黃大仙區 Wong Tai Sin
- 觀塘區 Kwun Tong

• **新界 New Territories**

- 葵青區 Kwai Tsing
- 荃灣區 Tsuen Wan
- 屯門區 Tuen Mun
- 元朗區 Yuen Long
- 北區 North
- 大埔區 Tai Po
- 沙田區 Sha Tin
- 西貢區 Sai Kung
- 離島區 Island

## B. INTERVIEW TRANSCRIPTS: ABERDEEN

### 1. TRANSCRIPT 1

1. 請問你的船是什麼樣子的？（如果你擁有不止一艘船，請逐個說明）  
What class of boat do you have? (if you have more than one please specify)

類 型 Type	<i>Passenger boat</i>
主 機 Engine (y/n)	<i>Yes</i>
長 度 Length (metre)	<i>6.9</i>

2. 請問你平時都用船做什麼？多久使用一次？  
What do you normally use your boat for and how frequently?  
*Work days: transporting passengers. Free time: recreational fishing for fun. Use it everyday.*
3. 請問你將船存在何處？怎樣保存？  
Where do you store your boat and how do you store your boat? (dry/wet berth)  
*Aberdeen.*
4. 請問你每月花在船隻保存上的花費是多少？（港幣）  
How much money do you spend on your boat storage monthly? (HK\$)  
*Zero.*
5. 請問你每月願意為安全可靠的水路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure wet berth?  
*HK\$ 1,000 or less.*
6. 請問你每月願意為安全可靠的陸路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure dry berth?  
*Do not need dry berth.*
7. 如果你正在尋找一個新的地方存船，下列因素哪些對你來說很重要？  
請給每項打個分，1分為完全不重要，5分為非常重要  
If you were looking for a new place to store your boat, how important would each of the following factors be?  
Please provide a rating of **1 for not at all important to 5 for extremely important.**

價格 Price	1	2	3	4	5
陸路保存/存放 Dry berth for boat storage	1	2	3	4	5
水路保存/存放 Wet berth for boat storage	1	2	3	4	5
下水道/船台/起重機 Slipway/Hoist	1	2	3	4	5
安全及保安關注 Safety and security	1	2	3	4	5
能夠容易地獲得燃料 Ease of access to fuel	1	2	3	4	5
其他 Other:	1	2	3	4	5

8. 請問你住在哪個區？  
What district do you live in?

- 香港 **Hong Kong Island**
  - **南區 Southern**

## 2. TRANSCRIPT 2

1. 請問你的船是什麼樣子的？（如果你擁有不止一艘船，請逐個說明）  
What class of boat do you have? (if you have more than one please specify)

類 型 Type	<i>Small fishing boat</i>
主 機 Engine (y/n)	<i>Yes</i>
長 度 Length (metre)	<i>7</i>

2. 請問你平時都用船做什麼？多久使用一次？  
What do you normally use your boat for and how frequently?  
*Work days: fishing for sale. Free time: recreational fishing for fun.  
Use it everyday.*
3. 請問你將船存在何處？怎樣保存？  
Where do you store your boat and how do you store your boat? (dry/wet berth)  
*Aberdeen.*
4. 請問你每月花在船隻保存上的花費是多少？（港幣）  
How much money do you spend on your boat storage monthly? (HK\$)

*Zero.*

5. 請問你每月願意為安全可靠的水路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure wet berth?  
*HK\$ 1,000 or less.*
6. 請問你每月願意為安全可靠的陸路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure dry berth?  
*Do not need dry berth.*
7. 如果你正在尋找一個新的地方存船，下列因素哪些對你來說很重要？  
請給每項打個分，1分為完全不重要，5分為非常重要  
If you were looking for a new place to store your boat, how important would each of the following factors be?  
Please provide a rating of **1 for not at all important to 5 for extremely important.**

價格 Price	1	2	3	4	<b>5</b>
陸路保存/存放 Dry berth for boat storage	<b>1</b>	2	3	4	5
水路保存/存放 Wet berth for boat storage	1	2	3	4	<b>5</b>
下水道/船台/起重機 Slipway/Hoist	<b>1</b>	2	3	4	5
安全及保安關注 Safety and security	1	2	3	4	<b>5</b>
能夠容易地獲得燃料 Ease of access to fuel	1	2	3	4	<b>5</b>
其他 Other:	1	2	3	4	5

8. 請問你住在哪個區？  
What district do you live in?
- 香港 **Hong Kong Island**
    - **南區 Southern**

C. INTERVIEW TRANSCRIPTS: CAUSEWAY BAY

1. TRANSCRIPT 1

1. 請問你的船是什麼樣子的？（如果你擁有不止一艘船，請逐個說明）  
What class of boat do you have? (if you have more than one please specify)

類 型 Type	<i>Small yacht</i>
主 機 Engine (y/n)	<i>Yes</i>
長 度 Length (metre)	<i>N/A</i>

2. 請問你平時都用船做什麼？多久使用一次？  
What do you normally use your boat for and how frequently?  
*Boat renting. Every week.*
3. 請問你將船存在何處？怎樣保存？  
Where do you store your boat and how do you store your boat? (dry/wet berth)  
*Aberdeen. Wet Berth.*
4. 請問你每月花在船隻保存上的花費是多少？（港幣）  
How much money do you spend on your boat storage monthly? (HK\$)  
*HK\$ 7,000.*
5. 請問你每月願意為安全可靠的水路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure wet berth?  
*HK\$ 2,500 or less. He said "I would like to store my boat in the public club for HK\$2, 000 - HK\$3, 000 per month. I know that what I spend now is almost the lowest in Hong Kong. I am wondering if there really could be such a cheap club."*
6. 請問你每月願意為安全可靠的陸路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure dry berth?  
*Do not need dry berth.*
7. 如果你正在尋找一個新的地方存船，下列因素哪些對你來說很重要？  
請給每項打個分，1分為完全不重要，5分為非常重要  
If you were looking for a new place to store your boat, how important would each of the following factors be?  
Please provide a rating of **1 for not at all important to 5 for extremely important.**

價格 Price	1	2	3	4	<b>5</b>
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陸路保存/存放 Dry berth for boat storage	1	2	3	4	5
水路保存/存放 Wet berth for boat storage	1	2	3	4	5
下水道/船台/起重機 Slipway/Hoist	1	2	3	4	5
安全及保安關注 Safety and security	1	2	3	4	5
能夠容易地獲得燃料 Ease of access to fuel	1	2	3	4	5
其他 Other:	1	2	3	4	5

8. 請問你住在哪個區？  
What district do you live in?
- 香港 **Hong Kong Island**
    - **南區 Southern**

## 2. TRANSCRIPT 2

1. 請問你的船是什麼樣子的？（如果你擁有不止一艘船，請逐個說明）  
What class of boat do you have? (if you have more than one please specify)

類 型 Type	<i>Small boat with outboard motor</i>
主 機 Engine (y/n)	<i>Yes</i>
長 度 Length (metre)	<i>N/A</i>

2. 請問你平時都用船做什麼？多久使用一次？  
What do you normally use your boat for and how frequently?  
*Personal use for transporting water. Every week.*
3. 請問你將船存在何處？怎樣保存？  
Where do you store your boat and how do you store your boat? (dry/wet berth)  
*Causeway Bay typhoon shelter. Wet Berth.*
4. 請問你每月花在船隻保存上的花費是多少？（港幣）  
How much money do you spend on your boat storage monthly? (HK\$)  
*Zero.*
5. 請問你每月願意為安全可靠的水路存放船隻支付多少錢？



What are you willing to pay monthly to store your boat in a safe and secure wet berth?

**HK\$ 2,000 ~ 3,000.**

6. 請問你每月願意為安全可靠的陸路存放船隻支付多少錢？

What are you willing to pay monthly to store your boat in a safe and secure dry berth?

**Don not need dry berth.**

7. 如果你正在尋找一個新的地方存船，下列因素哪些對你來說很重要？

請給每項打個分，1分為完全不重要，5分為非常重要

If you were looking for a new place to store your boat, how important would each of the following factors be?

Please provide a rating of **1 for not at all important to 5 for extremely important.**

價格 Price	1	2	3	4	<b>5</b>
陸路保存/存放 Dry berth for boat storage	1	<b>2</b>	3	4	5
水路保存/存放 Wet berth for boat storage	1	2	3	4	<b>5</b>
下水道/船台/起重機 Slipway/Hoist	<b>1</b>	2	3	4	5
安全及保安關注 Safety and security	1	2	3	4	<b>5</b>
能夠容易地獲得燃料 Ease of access to fuel	1	2	3	4	<b>5</b>
其他 Other:	1	2	3	4	5

8. 請問你住在哪個區？

What district do you live in?

- 香港 **Hong Kong Island**
  - **南區 Southern**

### 3. TRANSCRIPT 3

1. 請問你的船是什麼樣子的？（如果你擁有不止一艘船，請逐個說明）

What class of boat do you have? (if you have more than one please specify)

類 型 Type	<i>Small yacht</i>
主 機 Engine (y/n)	<i>Yes</i>
長 度 Length (metre)	<i>N/A</i>

2. 請問你平時都用船做什麼？多久使用一次？  
What do you normally use your boat for and how frequently?  
*Personal use. N/A.*
3. 請問你將船存在何處？怎樣保存？  
Where do you store your boat and how do you store your boat? (dry/wet berth)  
*Causeway Bay typhoon shelter. Wet Berth.*
4. 請問你每月花在船隻保存上的花費是多少？（港幣）  
How much money do you spend on your boat storage monthly? (HK\$)  
*HK\$ 3,000.*
5. 請問你每月願意為安全可靠的水路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure wet berth?  
*HK\$ 4,000.*
6. 請問你每月願意為安全可靠的陸路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure dry berth?  
*Don not need dry berth.*
7. 如果你正在尋找一個新的地方存船，下列因素哪些對你來說很重要？  
請給每項打個分，1分為完全不重要，5分為非常重要  
If you were looking for a new place to store your boat, how important would each of the following factors be?  
Please provide a rating of **1 for not at all important to 5 for extremely important.**

價格 Price	1	2	3	4	<b>5</b>
陸路保存/存放 Dry berth for boat storage	1	<b>2</b>	3	4	5
水路保存/存放 Wet berth for boat storage	1	2	3	4	<b>5</b>
下水道/船台/起重機 Slipway/Hoist	<b>1</b>	2	3	4	5

安全及保安關注 Safety and security	1	<b>2</b>	3	4	5
能夠容易地獲得燃料 Ease of access to fuel	<b>1</b>	2	3	4	5
其他 Other:	1	2	3	4	5

8. 請問你住在哪個區？  
What district do you live in?

- 香港 **Hong Kong Island**
  - **南區 Southern**
  -

#### 4. TRANSCRIPT 4

1. 請問你的船是什麼樣子的？（如果你擁有不止一艘船，請逐個說明）  
What class of boat do you have? (if you have more than one please specify)

類 型 Type	<i>Passenger boat</i>
主 機 Engine (y/n)	<i>Yes</i>
長 度 Length (metre)	<i>5.75</i>

2. 請問你平時都用船做什麼？多久使用一次？  
What do you normally use your boat for and how frequently?  
*Taxi boat. Everyday.*
3. 請問你將船存在何處？怎樣保存？  
Where do you store your boat and how do you store your boat? (dry/wet berth)  
*Causeway Bay typhoon shelter. Wet Berth.*
4. 請問你每月花在船隻保存上的花費是多少？（港幣）  
How much money do you spend on your boat storage monthly? (HK\$)  
*Zero. The government hires her to transport passengers who want to get onto their boats that are in the middle of water.*
5. 請問你每月願意為安全可靠的水路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure wet berth?  
*Don not need other places to store the boat.*
6. 請問你每月願意為安全可靠的陸路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure

dry berth?

*Don not need dry berth.*

7. 如果你正在尋找一個新的地方存船，下列因素哪些對你來說很重要？  
請給每項打個分，1分為完全不重要，5分為非常重要  
If you were looking for a new place to store your boat, how important would each of the following factors be?  
Please provide a rating of **1 for not at all important to 5 for extremely important.**

價格 Price	1	<b>2</b>	3	4	5
陸路保存/存放 Dry berth for boat storage	1	<b>2</b>	3	4	5
水路保存/存放 Wet berth for boat storage	1	<b>2</b>	3	4	5
下水道/船台/起重機 Slipway/Hoist	<b>1</b>	2	3	4	5
安全及保安關注 Safety and security	1	<b>2</b>	3	4	5
能夠容易地獲得燃料 Ease of access to fuel	<b>1</b>	2	3	4	5
其他 Other:	1	2	3	4	5

8. 請問你住在哪個區？  
What district do you live in?
- 香港 **Hong Kong Island**
    - **南區 Southern**

#### D. INTERVIEW TRANSCRIPTS: SHAU KEI WAN

##### 1. TRANSCRIPT 1

1. 請問你的船是什麼樣子的？（如果你擁有不止一艘船，請逐個說明）  
What class of boat do you have? (if you have more than one please specify)

類 型 Type	<i>Fishing boat</i>
主 機 Engine (y/n)	<i>Yes</i>
長 度 Length (metre)	<i>10</i>

2. 請問你平時都用船做什麼？多久使用一次？  
What do you normally use your boat for and how frequently?  
*Fishing for making a living. 2 - 3 times every week.*

3. 請問你將船存在何處？怎樣保存？  
Where do you store your boat and how do you store your boat? (dry/wet berth)  
*Shau Kei Wan typhoon shelter. Wet Berth.*
4. 請問你每月花在船隻保存上的花費是多少？（港幣）  
How much money do you spend on your boat storage monthly? (HK\$)  
*Zero.*
5. 請問你每月願意為安全可靠的水路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure wet berth?  
*HK\$ 1,000 or less.*
6. 請問你每月願意為安全可靠的陸路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure dry berth?  
*Do not need dry berth.*
7. 如果你正在尋找一個新的地方存船，下列因素哪些對你來說很重要？  
請給每項打個分，1分為完全不重要，5分為非常重要  
If you were looking for a new place to store your boat, how important would each of the following factors be?  
Please provide a rating of **1 for not at all important to 5 for extremely important.**

價格 Price	1	2	3	<b>4</b>	5
陸路保存/存放 Dry berth for boat storage	1	<b>2</b>	3	4	5
水路保存/存放 Wet berth for boat storage	1	2	<b>3</b>	4	5
下水道/船台/起重機 Slipway/Hoist	1	<b>2</b>	3	4	5
安全及保安關注 Safety and security	1	2	3	4	<b>5</b>
能夠容易地獲得燃料 Ease of access to fuel	1	2	3	4	<b>5</b>
其他 Other:	1	2	3	4	5

8. 請問你住在哪個區？  
What district do you live in?

- 香港 **Hong Kong Island**
  - **東區 Eastern**

## 2. TRANSCRIPT 2

1. 請問你的船是什麼樣子的？（如果你擁有不止一艘船，請逐個說明）  
What class of boat do you have? (if you have more than one please specify)

類 型 Type	<i>Small boat with outboard motor</i>
主 機 Engine (y/n)	<i>Yes</i>
長 度 Length (metre)	<i>5</i>

2. 請問你平時都用船做什麼？多久使用一次？  
What do you normally use your boat for and how frequently?  
*Transport him between the shore and his large fishing boat. Everyday.*
3. 請問你將船存在何處？怎樣保存？  
Where do you store your boat and how do you store your boat? (dry/wet berth)  
*Shau Kei Wan typhoon shelter. Wet Berth.*
4. 請問你每月花在船隻保存上的花費是多少？（港幣）  
How much money do you spend on your boat storage monthly? (HK\$)  
*Zero.*
5. 請問你每月願意為安全可靠的水路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure wet berth?  
*HK\$ 500.*
6. 請問你每月願意為安全可靠的陸路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure dry berth?  
*Do not need dry berth.*
7. 如果你正在尋找一個新的地方存船，下列因素哪些對你來說很重要？  
請給每項打個分，1分為完全不重要，5分為非常重要  
If you were looking for a new place to store your boat, how important would each of the following factors be?  
Please provide a rating of **1 for not at all important to 5 for extremely important.**

價格 Price	1	2	3	4	<b>5</b>
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陸路保存/存放 Dry berth for boat storage	1	2	3	4	5
水路保存/存放 Wet berth for boat storage	1	2	3	4	5
下水道/船台/起重機 Slipway/Hoist	1	2	3	4	5
安全及保安關注 Safety and security	1	2	3	4	5
能夠容易地獲得燃料 Ease of access to fuel	1	2	3	4	5
其他 Other:	1	2	3	4	5

8. 請問你住在哪個區？  
What district do you live in?
- 香港 **Hong Kong Island**
    - **東區 Eastern**

### 3. TRANSCRIPT 3

1. 請問你的船是什麼樣子的？（如果你擁有不止一艘船，請逐個說明）  
What class of boat do you have? (if you have more than one please specify)

類 型 Type	<i>Passenger boat</i>
主 機 Engine (y/n)	<i>Yes</i>
長 度 Length (metre)	<i>5</i>

2. 請問你平時都用船做什麼？多久使用一次？  
What do you normally use your boat for and how frequently?  
*Taxi boat. Everyday.*
3. 請問你將船存在何處？怎樣保存？  
Where do you store your boat and how do you store your boat? (dry/wet berth)  
*Shau Kei Wan typhoon shelter. Wet Berth.*
4. 請問你每月花在船隻保存上的花費是多少？（港幣）  
How much money do you spend on your boat storage monthly? (HK\$)  
*Zero.*
5. 請問你每月願意為安全可靠的水路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure wet berth?  
*HK\$ 1,000 or less.*

6. 請問你每月願意為安全可靠的陸路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure dry berth?  
*Do not need dry berth.*
7. 如果你正在尋找一個新的地方存船，下列因素哪些對你來說很重要？  
請給每項打個分，1分為完全不重要，5分為非常重要  
If you were looking for a new place to store your boat, how important would each of the following factors be?  
Please provide a rating of **1 for not at all important to 5 for extremely important.**

價格 Price	1	2	3	4	<b>5</b>
陸路保存/存放 Dry berth for boat storage	1	2	3	<b>4</b>	5
水路保存/存放 Wet berth for boat storage	1	2	3	<b>4</b>	5
下水道/船台/起重機 Slipway/Hoist	1	<b>2</b>	3	4	5
安全及保安關注 Safety and security	1	2	3	4	<b>5</b>
能夠容易地獲得燃料 Ease of access to fuel	1	2	3	4	<b>5</b>
其他 Other:	1	2	3	4	5

8. 請問你住在哪個區？  
What district do you live in?
- 香港 **Hong Kong Island**
    - **東區 Eastern**

#### 4. TRANSCRIPT 4

1. 請問你的船是什麼樣子的？（如果你擁有不止一艘船，請逐個說明）  
What class of boat do you have? (if you have more than one please specify)

類 型 Type	<i>Small boat with outboard motor</i>
主 機 Engine (y/n)	<i>Yes</i>
長 度 Length (metre)	<i>7</i>

2. 請問你平時都用船做什麼？多久使用一次？



What do you normally use your boat for and how frequently?

*Recreational fishing. 1 - 2 times every week.*

3. 請問你將船存在何處？怎樣保存？  
Where do you store your boat and how do you store your boat? (dry/wet berth)  
*Shau Kei Wan typhoon shelter. Wet Berth.*
4. 請問你每月花在船隻保存上的花費是多少？（港幣）  
How much money do you spend on your boat storage monthly? (HK\$)  
*Zero.*
5. 請問你每月願意為安全可靠的水路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure wet berth?  
*HK\$ 1, 000 or less.*
6. 請問你每月願意為安全可靠的陸路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure dry berth?  
*HK\$ 600.*
7. 如果你正在尋找一個新的地方存船，下列因素哪些對你來說很重要？  
請給每項打個分，1分為完全不重要，5分為非常重要  
If you were looking for a new place to store your boat, how important would each of the following factors be?  
Please provide a rating of **1 for not at all important to 5 for extremely important.**

價格 Price	1	2	3	4	<b>5</b>
陸路保存/存放 Dry berth for boat storage	<b>1</b>	2	3	4	5
水路保存/存放 Wet berth for boat storage	1	2	3	4	<b>5</b>
下水道/船台/起重機 Slipway/Hoist	<b>1</b>	2	3	4	5
安全及保安關注 Safety and security	1	2	3	4	<b>5</b>
能夠容易地獲得燃料 Ease of access to fuel	1	2	3	<b>4*</b>	5
其他 Other:	1	2	3	4	5

\* Fuel from mainland China is cheaper.

8. 請問你住在哪個區？  
What district do you live in?
- 香港 **Hong Kong Island**
    - **東區 Eastern**

## 5. TRANSCRIPT 5

1. 請問你的船是什麼樣子的？（如果你擁有不止一艘船，請逐個說明）  
What class of boat do you have? (if you have more than one please specify)

類 型 Type	<i>Fishing boat</i>
主 機 Engine (y/n)	<i>Yes</i>
長 度 Length (metre)	<i>13</i>

2. 請問你平時都用船做什麼？多久使用一次？  
What do you normally use your boat for and how frequently?  
*Fishing for making a living. 3 - 4 times every week.*
3. 請問你將船存在何處？怎樣保存？  
Where do you store your boat and how do you store your boat? (dry/wet berth)  
*Shau Kei Wan typhoon shelter. Wet Berth.*
4. 請問你每月花在船隻保存上的花費是多少？（港幣）  
How much money do you spend on your boat storage monthly? (HK\$)  
*Zero.*
5. 請問你每月願意為安全可靠的水路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure wet berth?  
*HK\$ 2,000 or less.*
6. 請問你每月願意為安全可靠的陸路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure dry berth?  
*Do not need dry berth.*
7. 如果你正在尋找一個新的地方存船，下列因素哪些對你來說很重要？  
請給每項打個分，1分為完全不重要，5分為非常重要  
If you were looking for a new place to store your boat, how important would each of the following factors be?  
Please provide a rating of **1 for not at all important to 5 for extremely important.**

價格 Price	1	2	3	4	5
陸路保存/存放 Dry berth for boat storage	1	2	3	4	5
水路保存/存放 Wet berth for boat storage	1	2	3	4	5
下水道/船台/起重機 Slipway/Hoist	1	2	3	4	5
安全及保安關注 Safety and security	1	2	3	4	5
能夠容易地獲得燃料 Ease of access to fuel	1	2	3	4	5
其他 Other:	1	2	3	4	5

8. 請問你住在哪個區？  
What district do you live in?
- 香港 **Hong Kong Island**
    - **東區 Eastern**

## 6. TRANSCRIPT 6

1. 請問你的船是什麼樣子的？（如果你擁有不止一艘船，請逐個說明）  
What class of boat do you have? (if you have more than one please specify)

類 型 Type	<i>Fishing boat</i>
主 機 Engine (y/n)	<i>Yes</i>
長 度 Length (metre)	<i>36.57</i>

2. 請問你平時都用船做什麼？多久使用一次？  
What do you normally use your boat for and how frequently?  
*Transporting seafood. 1 - 2 times every week.*
3. 請問你將船存在何處？怎樣保存？  
Where do you store your boat and how do you store your boat? (dry/wet berth)  
*Shau Kei Wan typhoon shelter. Wet Berth.*
4. 請問你每月花在船隻保存上的花費是多少？（港幣）  
How much money do you spend on your boat storage monthly? (HK\$)  
*Zero.*
5. 請問你每月願意為安全可靠的水路存放船隻支付多少錢？

What are you willing to pay monthly to store your boat in a safe and secure wet berth?

*HK\$ 1,000 or less. But if storing in mainland China, HK\$ 2,000 ~ 3,000. Because Hong Kong has better public security than mainland China.*

6. 請問你每月願意為安全可靠的陸路存放船隻支付多少錢？

What are you willing to pay monthly to store your boat in a safe and secure dry berth?

*Do not need dry berth.*

7. 如果你正在尋找一個新的地方存船，下列因素哪些對你來說很重要？

請給每項打個分，1分為完全不重要，5分為非常重要

If you were looking for a new place to store your boat, how important would each of the following factors be?

Please provide a rating of **1 for not at all important to 5 for extremely important.**

價格 Price	1	2	3	4	<b>5</b>
陸路保存/存放 Dry berth for boat storage	<b>1</b>	2	3	4	5
水路保存/存放Wet berth for boat storage	1	2	3	4	<b>5</b>
下水道/船台/起重機 Slipway/Hoist	1	2	<b>3</b>	4	5
安全及保安關注 Safety and security	1	2	3	4	<b>5</b>
能夠容易地獲得燃料 Ease of access to fuel	1	<b>2</b>	3	4	5
其他 Other:	1	2	3	4	5

8. 請問你住在哪個區？

What district do you live in?

- 香港 **Hong Kong Island**

- **東區 Eastern**

## E. INTERVIEW TRANSCRIPTS: SAM MUN TSAI

### 1. TRANSCRIPT 1

1. 請問你的船是什麼樣子的？（如果你擁不止一艘船，請逐個說明）

What class of boat do you have? (if you have more than one please specify)

類 型 Type	<i>Small boat with outboard motor</i>
主 機 Engine (y/n)	<i>Yes</i>
長 度 Length (metre)	<i>5.18</i>

2. 請問你平時都用船做什麼？多久使用一次？  
What do you normally use your boat for and how frequently?  
*Divng and fishing. Saturdays and Sundays, but not in winter.*
3. 請問你將船存在何處？怎樣保存？  
Where do you store your boat and how do you store your boat? (dry/wet berth)  
*Sam Mun Tsai. Wet Berth.*
4. 請問你每月花在船隻保存上的花費是多少？（港幣）  
How much money do you spend on your boat storage monthly? (HK\$)  
*Zero. Expenses on fuel and others are HK\$ 1, 000.*
5. 請問你每月願意為安全可靠的水路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure wet berth?  
*HK\$ 1,000 or less.*
6. 請問你每月願意為安全可靠的陸路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure dry berth?  
*Do not need dry berth.*
7. 如果你正在尋找一個新的地方存船，下列因素哪些對你來說很重要？  
請給每項打個分，1分為完全不重要，5分為非常重要  
If you were looking for a new place to store your boat, how important would each of the following factors be?  
Please provide a rating of **1 for not at all important to 5 for extremely important.**

價格 Price	1	2	3	4	<b>5</b>
陸路保存/存放 Dry berth for boat storage	1	2	<b>3</b>	4	5
水路保存/存放 Wet berth for boat storage	1	2	3	4	<b>5</b>
下水道/船台/起重機 Slipway/Hoist	1	2	<b>3</b>	4	5
安全及保安關注 Safety and security	1	2	3	4	<b>5</b>

能夠容易地獲得燃料 Ease of access to fuel	1	2	3	4	5
其他 Other:	1	2	3	4	5

8. 請問你住在哪個區？  
What district do you live in?
- 新界 **New Territories**
    - **大埔區 Tai Po**

## 2. TRANSCRIPT 2

1. 請問你的船是什麼樣子的？（如果你擁有不止一艘船，請逐個說明）  
What class of boat do you have? (if you have more than one please specify)

類 型 Type	<i>Yacht</i>
主 機 Engine (y/n)	<i>Yes</i>
長 度 Length (metre)	<i>15.24</i>

2. 請問你平時都用船做什麼？多久使用一次？  
What do you normally use your boat for and how frequently?  
*Tour guide. Take people to go fishing, diving or swimming. Frequently used in summer.*
3. 請問你將船存在何處？怎樣保存？  
Where do you store your boat and how do you store your boat? (dry/wet berth)  
*Sam Mun Tsai or Sai Kung. Wet Berth.*
4. 請問你每月花在船隻保存上的花費是多少？（港幣）  
How much money do you spend on your boat storage monthly? (HK\$)  
*Zero.*
5. 請問你每月願意為安全可靠的水路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure wet berth?  
*HK\$ 3,000 or less.*
6. 請問你每月願意為安全可靠的陸路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure dry berth?  
*HK\$ 1,000 or less.*
7. 如果你正在尋找一個新的地方存船，下列因素哪些對你來說很重要？  
請給每項打個分，1分為完全不重要，5分為非常重要

If you were looking for a new place to store your boat, how important would each of the following factors be?

Please provide a rating of **1 for not at all important to 5 for extremely important.**

價格 Price	1	2	3	4	<b>5</b>
陸路保存/存放 Dry berth for boat storage	<b>1</b>	2	3	4	5
水路保存/存放 Wet berth for boat storage	1	2	<b>3</b>	4	5
下水道/船台/起重機 Slipway/Hoist	<b>1</b>	2	3	4	5
安全及保安關注 Safety and security	1	2	3	4	<b>5</b>
能夠容易地獲得燃料 Ease of access to fuel	1	2	3	<b>4</b>	5
其他 Other:	1	2	3	4	5

8. 請問你住在哪個區？  
What district do you live in?
- 新界 **New Territories**
    - **西貢區 Sal Kung**

### 3. TRANSCRIPT 3

1. 請問你的船是什麼樣子的？（如果你擁有不止一艘船，請逐個說明）  
What class of boat do you have? (if you have more than one please specify)

類 型 Type	<i>Small boat with outboard motor</i>
主 機 Engine (y/n)	<i>Yes</i>
長 度 Length (metre)	<i>5.18</i>

2. 請問你平時都用船做什麼？多久使用一次？  
What do you normally use your boat for and how frequently?  
*Recreational fishing. 1 - 2 times a week.*
3. 請問你將船存在何處？怎樣保存？  
Where do you store your boat and how do you store your boat? (dry/wet berth)  
*Sam Mun Tsai. Wet Berth.*

4. 請問你每月花在船隻保存上的花費是多少？（港幣）  
How much money do you spend on your boat storage monthly? (HK\$)  
*Zero. Expense on fixing is HK\$ 500.*
5. 請問你每月願意為安全可靠的水路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure wet berth?  
*HK\$ 1,000 or less.*
6. 請問你每月願意為安全可靠的陸路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure dry berth?  
*Do not need dry berth.*
7. 如果你正在尋找一個新的地方存船，下列因素哪些對你來說很重要？  
請給每項打個分，1分為完全不重要，5分為非常重要  
If you were looking for a new place to store your boat, how important would each of the following factors be?  
Please provide a rating of **1 for not at all important to 5 for extremely important.**

價格 Price	1	2	3	4	<b>5</b>
陸路保存/存放 Dry berth for boat storage	<b>1</b>	2	3	4	5
水路保存/存放 Wet berth for boat storage	1	2	3	4	<b>5</b>
下水道/船台/起重機 Slipway/Hoist	<b>1</b>	2	3	4	5
安全及保安關注 Safety and security	1	2	3	4	<b>5</b>
能夠容易地獲得燃料 Ease of access to fuel	1	2	3	4	<b>5</b>
其他 Other:	1	2	3	4	5

8. 請問你住在哪個區？  
What district do you live in?
- 新界 **New Territories**
    - **大埔區 Tai Po**



1. 請問你的船是什麼樣子的？（如果你擁有不止一艘船，請逐個說明）  
What class of boat do you have? (if you have more than one please specify)

類 型 Type	<i>Small boat with outboard motor</i>
主 機 Engine (y/n)	<i>Yes</i>
長 度 Length (metre)	<i>5.79</i>

2. 請問你平時都用船做什麼？多久使用一次？  
What do you normally use your boat for and how frequently?  
*Fishing. Frequently used in summer.*
3. 請問你將船存在何處？怎樣保存？  
Where do you store your boat and how do you store your boat? (dry/wet berth)  
*Sam Mun Tsai. Wet Berth.*
4. 請問你每月花在船隻保存上的花費是多少？（港幣）  
How much money do you spend on your boat storage monthly? (HK\$)  
*Zero.*
5. 請問你每月願意為安全可靠的水路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure wet berth?  
*HK\$ 1,000 or less.*
6. 請問你每月願意為安全可靠的陸路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure dry berth?  
*Do not need dry berth.*
7. 如果你正在尋找一個新的地方存船，下列因素哪些對你來說很重要？  
請給每項打個分，1分為完全不重要，5分為非常重要  
If you were looking for a new place to store your boat, how important would each of the following factors be?  
Please provide a rating of **1 for not at all important to 5 for extremely important.**

價格 Price	1	2	3	4	<b>5</b>
陸路保存/存放 Dry berth for boat storage	<b>1</b>	2	3	4	5
水路保存/存放 Wet berth for boat storage	1	2	3	4	<b>5</b>

下水道/船台/起重機 Slipway/Hoist	1	2	3	4	5
安全及保安關注 Safety and security	1	2	3	4	5
能夠容易地獲得燃料 Ease of access to fuel	1	2	3	4	5
其他 Other:	1	2	3	4	5

8. 請問你住在哪個區？  
What district do you live in?
- 新界 **New Territories**
    - **大埔區 Tai Po**

## 5. TRANSCRIPT 5

1. 請問你的船是什麼樣子的？（如果你擁有不止一艘船，請逐個說明）  
What class of boat do you have? (if you have more than one please specify)

類 型 Type	<i>Small boat with outboard motor</i>
主 機 Engine (y/n)	<i>Yes</i>
長 度 Length (metre)	<i>5</i>

2. 請問你平時都用船做什麼？多久使用一次？  
What do you normally use your boat for and how frequently?  
*Most of the time, fishing for making a living. Recreational fishing in free time. 2 - 3 times a week.*
3. 請問你將船存在何處？怎樣保存？  
Where do you store your boat and how do you store your boat? (dry/wet berth)  
*Sam Mun Tsai. Wet Berth.*
4. 請問你每月花在船隻保存上的花費是多少？（港幣）  
How much money do you spend on your boat storage monthly? (HK\$)  
*Zero.*
5. 請問你每月願意為安全可靠的水路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure wet berth?  
*HK\$ 300.*
6. 請問你每月願意為安全可靠的陸路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure

dry berth?

*Do not need dry berth.*

7. 如果你正在尋找一個新的地方存船，下列因素哪些對你來說很重要？  
請給每項打個分，1分爲完全不重要，5分爲非常重要  
If you were looking for a new place to store your boat, how important would each of the following factors be?  
Please provide a rating of **1 for not at all important to 5 for extremely important.**

價格 Price	<b>1*</b>	2	3	4	5
陸路保存/存放 Dry berth for boat storage	<b>1</b>	2	3	4	5
水路保存/存放 Wet berth for boat storage	1	2	3	4	<b>5</b>
下水道/船台/起重機 Slipway/Hoist	<b>1</b>	2	3	4	5
安全及保安關注 Safety and security	1	2	3	4	<b>5</b>
能夠容易地獲得燃料 Ease of access to fuel	<b>1</b>	2	3	4	5
其他 Other:	1	2	3	4	5

\* Because he thought there's no need to pay for a club

8. 請問你住在哪個區？  
What district do you live in?
- 新界 **New Territories**
    - **大埔區 Tai Po**

## 6. TRANSCRIPT 6

1. 請問你的船是什麼樣子的？（如果你擁有不止一艘船，請逐個說明）  
What class of boat do you have? (if you have more than one please specify)

類 型 Type	<i>Speed boat</i>
主 機 Engine (y/n)	<i>Yes</i>
長 度 Length (metre)	<b>6</b>

2. 請問你平時都用船做什麼？多久使用一次？

What do you normally use your boat for and how frequently?

*Recreational fishing. 3 - 4 times a week.*

3. 請問你將船存在何處？怎樣保存？  
Where do you store your boat and how do you store your boat? (dry/wet berth)  
*Sam Mun Tsai. Wet Berth.*
4. 請問你每月花在船隻保存上的花費是多少？（港幣）  
How much money do you spend on your boat storage monthly? (HK\$)  
*Zero.*
5. 請問你每月願意為安全可靠的水路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure wet berth?  
*HK\$ 1,000 or less. Actually do not need.*
6. 請問你每月願意為安全可靠的陸路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure dry berth?  
*Do not need dry berth.*
7. 如果你正在尋找一個新的地方存船，下列因素哪些對你來說很重要？  
請給每項打個分，1分為完全不重要，5分為非常重要  
If you were looking for a new place to store your boat, how important would each of the following factors be?  
Please provide a rating of **1 for not at all important to 5 for extremely important.**

價格 Price	1	2	3	4	<b>5</b>
陸路保存/存放 Dry berth for boat storage	<b>1</b>	2	3	4	5
水路保存/存放 Wet berth for boat storage	1	2	3	4	<b>5</b>
下水道/船台/起重機 Slipway/Hoist	<b>1</b>	2	3	4	5
安全及保安關注 Safety and security	1	2	<b>3*</b>	4	5
能夠容易地獲得燃料 Ease of access to fuel	1	2	<b>3</b>	4	5
其他 Other:	1	2	3	4	5

\* She said that she had no experiences with losing things in the village. She thought it is very safe and secure here.

8. 請問你住在哪個區？  
What district do you live in?
- 新界 **New Territories**
    - **大埔區 Tai Po**

## 7. TRANSCRIPT 7

1. 請問你的船是什麼樣子的？（如果你擁有不止一艘船，請逐個說明）  
What class of boat do you have? (if you have more than one please specify)

類 型 Type	<i>Small boat with outboard motor</i>
主 機 Engine (y/n)	<i>Yes</i>
長 度 Length (metre)	<i>5.79</i>

2. 請問你平時都用船做什麼？多久使用一次？  
What do you normally use your boat for and how frequently?  
*Fishing. Frequently used in summer.*
3. 請問你將船存在何處？怎樣保存？  
Where do you store your boat and how do you store your boat? (dry/wet berth)  
*Sam Mun Tsai. Wet Berth.*
4. 請問你每月花在船隻保存上的花費是多少？（港幣）  
How much money do you spend on your boat storage monthly? (HK\$)  
*Zero.*
5. 請問你每月願意為安全可靠的水路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure wet berth?  
*Do not want to pay.*
6. 請問你每月願意為安全可靠的陸路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure dry berth?  
*Do not need dry berth.*
7. 如果你正在尋找一個新的地方存船，下列因素哪些對你來說很重要？  
請給每項打個分，1分為完全不重要，5分為非常重要  
If you were looking for a new place to store your boat, how important would each of the following factors be?  
Please provide a rating of **1 for not at all important to 5 for extremely important.**

價格 Price	1	2	3	4	5
陸路保存/存放 Dry berth for boat storage	1	2	3	4	5
水路保存/存放 Wet berth for boat storage	1	2	3	4	5
下水道/船台/起重機 Slipway/Hoist	1	2	3	4	5
安全及保安關注 Safety and security	1	2	3	4	5
能夠容易地獲得燃料 Ease of access to fuel	1	2	3	4	5
其他 Other:	1	2	3	4	5

8. 請問你住在哪個區？  
What district do you live in?
- 新界 New Territories
    - 大埔區 Tai Po

## F. INTERVIEW TRANSCRIPTS: STANLEY

1. 請問你的船是什麼樣子的？（如果你擁有不止一艘船，請逐個說明）  
What class of boat do you have? (if you have more than one please specify)

類 型 Type	<i>Small boat with outboard motor</i>
主 機 Engine (y/n)	<i>Yes</i>
長 度 Length (metre)	<i>3</i>

2. 請問你平時都用船做什麼？多久使用一次？  
What do you normally use your boat for and how frequently?  
*Recreational fishing. 2 - 3 times per week.*
3. 請問你將船存在何處？怎樣保存？  
Where do you store your boat and how do you store your boat? (dry/wet berth)  
*Stanley beach. Dry berth.*
4. 請問你每月花在船隻保存上的花費是多少？（港幣）  
How much money do you spend on your boat storage monthly? (HK\$)  
*Zero.*
5. 請問你每月願意為安全可靠的水路存放船隻支付多少錢？

What are you willing to pay monthly to store your boat in a safe and secure wet berth?

**HK\$ 100+.**

*His boat is worth only HK\$ 1,000+. He thought it's very unnecessary to spend money on storing it.*

*He also asked us that besides boat storage, what the other activities we provide in the new boat club.*

*He mentioned that most people like him are retired. They don't earn money any more so they don't want to pay.*

6. 請問你每月願意為安全可靠的陸路存放船隻支付多少錢？

What are you willing to pay monthly to store your boat in a safe and secure dry berth?

**HK\$ 100+.**

7. 如果你正在尋找一個新的地方存船，下列因素哪些對你來說很重要？

請給每項打個分，1分為完全不重要，5分為非常重要

If you were looking for a new place to store your boat, how important would each of the following factors be?

Please provide a rating of **1 for not at all important to 5 for extremely important.**

價格 Price	1	2	3	4	<b>5</b>
陸路保存/存放 Dry berth for boat storage	<b>1</b>	2	3	4	5
水路保存/存放 Wet berth for boat storage	1	2	3	<b>4</b>	5
下水道/船台/起重機 Slipway/Hoist	<b>1</b>	2	3	4	5
安全及保安關注 Safety and security	1	2	3	4	<b>5</b>
能夠容易地獲得燃料 Ease of access to fuel	1	2	3	4	<b>5</b>
其他 Other:	1	2	3	4	5

8. 請問你住在哪個區？

What district do you live in?

- 香港 **Hong Kong Island**

- **南區 Southern**

## G. INTERVIEW TRANSCRIPTS: TAI TAM

## 1. TRANSCRIPT 1

1. 請問你的船是什麼樣子的？（如果你擁有不止一艘船，請逐個說明）  
What class of boat do you have? (if you have more than one please specify)

類 型 Type	<i>Speed boat</i>
主 機 Engine (y/n)	<i>Yes</i>
長 度 Length (metre)	<i>2</i>

2. 請問你平時都用船做什麼？多久使用一次？  
What do you normally use your boat for and how frequently?  
*Transport between the house and the shore, and recreational fishing. Use it everyday.*
3. 請問你將船存在何處？怎樣保存？  
Where do you store your boat and how do you store your boat? (dry/wet berth)  
*Tai Tam. Wet berth.*
4. 請問你每月花在船隻保存上的花費是多少？（港幣）  
How much money do you spend on your boat storage monthly? (HK\$)  
*Zero.*
5. 請問你每月願意為安全可靠的水路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure wet berth?  
*HK\$ 1, 500.*
6. 請問你每月願意為安全可靠的陸路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure dry berth?  
*Do not need dry berth.*
7. 如果你正在尋找一個新的地方存船，下列因素哪些對你來說很重要？  
請給每項打個分，1分為完全不重要，5分為非常重要  
If you were looking for a new place to store your boat, how important would each of the following factors be?  
Please provide a rating of **1 for not at all important to 5 for extremely important.**

價格 Price	1	2	<b>3</b>	4	5
陸路保存/存放 Dry berth for boat storage	1	<b>2</b>	3	4	5



水路保存/存放Wet berth for boat storage	1	2	3	4	5
下水道/船台/起重機 Slipway/Hoist	1	2	3	4	5
安全及保安關注 Safety and security	1	2	3	4	5
能夠容易地獲得燃料 Ease of access to fuel	1	2	3	4	5
其他 Other:	1	2	3	4	5

8. 請問你住在哪個區？  
What district do you live in?
- 香港 **Hong Kong Island**
    - **南區 Southern**

## 2. TRANSCRIPT 2

1. 請問你的船是什麼樣子的？（如果你擁有不止一艘船，請逐個說明）  
What class of boat do you have? (if you have more than one please specify)

類 型 Type	<i>Small boat with outboard motor</i>
主 機 Engine (y/n)	<i>Yes</i>
長 度 Length (metre)	<i>3</i>

2. 請問你平時都用船做什麼？多久使用一次？  
What do you normally use your boat for and how frequently?  
*Transport between the house and the shore.*  
*Use it everyday.*
3. 請問你將船存在何處？怎樣保存？  
Where do you store your boat and how do you store your boat? (dry/wet berth)  
*Tai Tam. Wet berth.*
4. 請問你每月花在船隻保存上的花費是多少？（港幣）  
How much money do you spend on your boat storage monthly? (HK\$)  
*Zero.*
5. 請問你每月願意為安全可靠的水路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure wet berth?  
*HK\$ 400.*

6. 請問你每月願意為安全可靠的陸路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure dry berth?  
*Do not need dry berth.*
7. 如果你正在尋找一個新的地方存船，下列因素哪些對你來說很重要？  
請給每項打個分，1分為完全不重要，5分為非常重要  
If you were looking for a new place to store your boat, how important would each of the following factors be?  
Please provide a rating of **1 for not at all important to 5 for extremely important.**

價格 Price	1	2	3	4	<b>5</b>
陸路保存/存放 Dry berth for boat storage	<b>1</b>	2	3	4	5
水路保存/存放 Wet berth for boat storage	<b>1</b>	2	3	4	5
下水道/船台/起重機 Slipway/Hoist	<b>1</b>	2	3	4	5
安全及保安關注 Safety and security	1	2	3	4	<b>5</b>
能夠容易地獲得燃料 Ease of access to fuel	1	2	3	4	<b>5</b>
其他 Other:	1	2	3	4	5

8. 請問你住在哪個區？  
What district do you live in?

- 香港 Hong Kong Island
  - **南區 Southern**

### 3. TRANSCRIPT 3

1. 請問你的船是什麼樣子的？（如果你擁有不止一艘船，請逐個說明）  
What class of boat do you have? (if you have more than one please specify)

類 型 Type	<i>Speed Boat</i>
主 機 Engine (y/n)	<i>Yes</i>
長 度 Length (metre)	<i>6.4</i>

2. 請問你平時都用船做什麼？多久使用一次？

What do you normally use your boat for and how frequently?

*He is a wakeboarding coach. He uses his boat to train members, and do recreational water activities. He uses his boat more frequently in summer than in winter.*

3. 請問你將船存在何處？怎樣保存？  
Where do you store your boat and how do you store your boat? (dry/wet berth)  
*Tai Tam. Wet berth.*
4. 請問你每月花在船隻保存上的花費是多少？（港幣）  
How much money do you spend on your boat storage monthly? (HK\$)  
*Zero.*
5. 請問你每月願意為安全可靠的水路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure wet berth?  
*HK\$ 1,000.*
6. 請問你每月願意為安全可靠的陸路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure dry berth?  
*HK\$ 3,000.*  
*He is the only person we interviewed that consider dry berth as more important than wet berth.*  
*He mentioned that the boat kept in water needs fixed/cleaned every six months.*
7. 如果你正在尋找一個新的地方存船，下列因素哪些對你來說很重要？  
請給每項打個分，1分為完全不重要，5分為非常重要  
If you were looking for a new place to store your boat, how important would each of the following factors be?  
Please provide a rating of **1 for not at all important to 5 for extremely important.**

價格 Price	1	2	<b>3</b>	4	5
陸路保存/存放 Dry berth for boat storage	1	2	3	4	<b>5</b>
水路保存/存放 Wet berth for boat storage	1	2	<b>3</b>	4	5
下水道/船台/起重機 Slipway/Hoist	1	2	3	4	<b>5</b>
安全及保安關注 Safety and security	1	2	3	4	<b>5</b>

能夠容易地獲得燃料 Ease of access to fuel	1	2	3	4	5
其他 Other:	1	2	3	4	5

8. 請問你住在哪個區？  
What district do you live in?
- 香港 **Hong Kong Island**
    - **東區 Eastern**

## H. INTERVIEW TRANSCRIPTS: TO TAU BEACH

### 1. TRANSCRIPT 1

1. 請問你的船是什麼樣子的？（如果你擁有不止一艘船，請逐個說明）  
What class of boat do you have? (if you have more than one please specify)

類 型 Type	<i>Small boat with outboard motor</i>
主 機 Engine (y/n)	<i>Yes</i>
長 度 Length (metre)	<i>3m</i>

2. 請問你平時都用船做什麼？多久使用一次？  
What do you normally use your boat for and how frequently?  
*Boat renting (she has 30 boats). Every day.*
3. 請問你將船存在何處？怎樣保存？  
Where do you store your boat and how do you store your boat? (dry/wet berth)  
*To Tau beach. Wet & dry berth.*
4. 請問你每月花在船隻保存上的花費是多少？（港幣）  
How much money do you spend on your boat storage monthly? (HK\$)  
*Zero.*
5. 請問你每月願意為安全可靠的水路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure wet berth?  
*Do not want to pay.*
6. 請問你每月願意為安全可靠的陸路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure dry berth?  
*Do not want to pay.*

7. 如果你正在尋找一個新的地方存船，下列因素哪些對你來說很重要？  
請給每項打個分，1分為完全不重要，5分為非常重要  
If you were looking for a new place to store your boat, how important would each of the following factors be?  
Please provide a rating of **1 for not at all important to 5 for extremely important.**

價格 Price	1	2	3	4	<b>5</b>
陸路保存/存放 Dry berth for boat storage	1	2	3	<b>4</b>	5
水路保存/存放 Wet berth for boat storage	1	2	3	<b>4</b>	5
下水道/船台/起重機 Slipway/Hoist	<b>1</b>	2	3	4	5
安全及保安關注 Safety and security	1	2	3	4	<b>5</b>
能夠容易地獲得燃料 Ease of access to fuel	1	2	3	<b>4</b>	5
其他 Other:	1	2	3	4	5

8. 請問你住在哪個區？  
What district do you live in?

- 新界 **New Territories**
  - **沙田區 Sha Tin**

## 2. TRANSCRIPT 2

1. 請問你的船是什麼樣子的？（如果你擁有不止一艘船，請逐個說明）  
What class of boat do you have? (if you have more than one please specify)

類 型 Type	<i>Small yacht</i>
主 機 Engine (y/n)	<i>Yes</i>
長 度 Length (metre)	<i>5</i>

2. 請問你平時都用船做什麼？多久使用一次？  
What do you normally use your boat for and how frequently?  
*Wakeboarding. More frequently used in summer.*
3. 請問你將船存在何處？怎樣保存？  
Where do you store your boat and how do you store your boat? (dry/wet berth)  
*To Tau beach. Summer: wet. Winter: dry. Because more people in*

*summer. No place for dry berthing.*

4. 請問你每月花在船隻保存上的花費是多少？（港幣）  
How much money do you spend on your boat storage monthly? (HK\$)  
*Zero.*
5. 請問你每月願意為安全可靠的水路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure wet berth?  
*Do not want to pay.*
6. 請問你每月願意為安全可靠的陸路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure dry berth?  
*Do not want to pay.*
7. 如果你正在尋找一個新的地方存船，下列因素哪些對你來說很重要？  
請給每項打個分，1分為完全不重要，5分為非常重要  
If you were looking for a new place to store your boat, how important would each of the following factors be?  
Please provide a rating of **1 for not at all important to 5 for extremely important.**

價格 Price	1	2	3	4	<b>5</b>
陸路保存/存放 Dry berth for boat storage	1	2	3	4	<b>5</b>
水路保存/存放 Wet berth for boat storage	1	2	<b>3</b>	4	5
下水道/船台/起重機 Slipway/Hoist	1	2	3	4	<b>5</b>
安全及保安關注 Safety and security	1	2	3	4	<b>5</b>
能夠容易地獲得燃料 Ease of access to fuel	1	2	3	4	<b>5</b>
其他 Other:	1	2	3	4	5

8. 請問你住在哪個區？  
What district do you live in?
- 新界 **New Territories**
    - **沙田區 Sha Tin**

1. 請問你的船是什麼樣子的？（如果你擁有不止一艘船，請逐個說明）  
What class of boat do you have? (if you have more than one please specify)

類 型 Type	<i>Small boat with outboard motor</i>
主 機 Engine (y/n)	<i>Yes</i>
長 度 Length (metre)	<i>4</i>

2. 請問你平時都用船做什麼？多久使用一次？  
What do you normally use your boat for and how frequently?  
*Recreational fishing.*
3. 請問你將船存在何處？怎樣保存？  
Where do you store your boat and how do you store your boat? (dry/wet berth)  
*To Tau beach. Wet berth. (clean boat every 3 months)*
4. 請問你每月花在船隻保存上的花費是多少？（港幣）  
How much money do you spend on your boat storage monthly? (HK\$)  
*Zero.*
5. 請問你每月願意為安全可靠的水路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure wet berth?  
*Do not want to pay.*
6. 請問你每月願意為安全可靠的陸路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure dry berth?  
*Do not want to pay.*
7. 如果你正在尋找一個新的地方存船，下列因素哪些對你來說很重要？  
請給每項打個分，1分為完全不重要，5分為非常重要  
If you were looking for a new place to store your boat, how important would each of the following factors be?  
Please provide a rating of **1 for not at all important to 5 for extremely important.**

價格 Price	1	2	3	<b>4</b>	5
陸路保存/存放 Dry berth for boat storage	<b>1</b>	2	3	4	5
水路保存/存放 Wet berth for boat storage	1	2	3	<b>4</b>	5

下水道/船台/起重機 Slipway/Hoist	1	2	3	4	5
安全及保安關注 Safety and security	1	2	3	4	5
能夠容易地獲得燃料 Ease of access to fuel	1	2	3	4	5
其他 Other:	1	2	3	4	5

8. 請問你住在哪個區？  
What district do you live in?

- 新界 **New Territories**
  - 沙田區 **Sha Tin**

#### 4. TRANSCRIPT 4

1. 請問你的船是什麼樣子的？（如果你擁有不止一艘船，請逐個說明）  
What class of boat do you have? (if you have more than one please specify)

類 型 Type	<i>Speed boat</i>
主 機 Engine (y/n)	<i>Yes</i>
長 度 Length (metre)	<i>7</i>

2. 請問你平時都用船做什麼？多久使用一次？  
What do you normally use your boat for and how frequently?  
*Recreational fishing. Once a week.*
3. 請問你將船存在何處？怎樣保存？  
Where do you store your boat and how do you store your boat? (dry/wet berth)  
*To Tau beach. Wet berth.*
4. 請問你每月花在船隻保存上的花費是多少？（港幣）  
How much money do you spend on your boat storage monthly? (HK\$)  
*Zero.*
5. 請問你每月願意為安全可靠的水路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure wet berth?  
*Do not want to pay. Or HK\$ 100.*
6. 請問你每月願意為安全可靠的陸路存放船隻支付多少錢？  
What are you willing to pay monthly to store your boat in a safe and secure



dry berth?

*Do not need.*

7. 如果你正在尋找一個新的地方存船，下列因素哪些對你來說很重要？  
請給每項打個分，1分爲完全不重要，5分爲非常重要  
If you were looking for a new place to store your boat, how important would each of the following factors be?  
Please provide a rating of **1 for not at all important to 5 for extremely important.**

價格 Price	1	2	3	4	<b>5</b>
陸路保存/存放 Dry berth for boat storage	<b>1</b>	2	3	4	5
水路保存/存放 Wet berth for boat storage	1	2	3	4	<b>5</b>
下水道/船台/起重機 Slipway/Hoist	<b>1</b>	2	3	4	5
安全及保安關注 Safety and security	1	2	3	4	<b>5</b>
能夠容易地獲得燃料 Ease of access to fuel	1	2	3	4	<b>5</b>
其他 Other:	1	2	3	4	5

8. 請問你住在哪個區？  
What district do you live in?
- 新界 **New Territories**
    - **沙田區 Sha Tin**

## APPENDIX C: ADDITIONAL INTERVIEWS

### A. MARINE DEPARTMENT INTERVIEW PROTOCOL

We are researching the possibility of creating a new type of public boat club in Hong Kong. In order to provide a safe and secure mooring facility we want to understand Marine Department's interests and interactions with the creation of new boat facilities.

1. How do you deal with regulating floating structures such as pontoons?
  - a. Does the type of facility looking to create floating structures influence your decision and how?
2. How many private moorings are there and how many of those are empty?
  - a. Does the Marine Department have any plans to expand the amount of private mooring?
  - b. How many of the private moorings are owned by private boat clubs or other private organizations?
  - c. What is the cost of creating a new private mooring? (per berth preferable)
3. What kind of oversight does the Marine Department exercise over community anchorages/typhoon shelters?
  - a. How do you keep track of boats in the anchorages?
  - b. How do you choose who gets mooring spaces?
4. Do you have any plans to open or close any typhoon shelters?
  - a. **OPEN:** Where do you plan on putting this typhoon shelter?
  - b. **CLOSE:** Why are you taking them down/what are the incentives to taking down such a facility?

## B. MARINE DEPARTMENT INTERVIEW TRANSCRIPT

**Date & Time:** 16 February 2012, 2:30pm

**Location:** Conference Room B 22/F, Harbour Building, Central

**Interview Conductors:** Gregory Freeman, Yanxin Zhou

**1. HOW DO YOU DEAL WITH REGULATING FLOATING STRUCTURES SUCH AS PONTOONS?**

The Marine Department would take the usage, safety, marine traffic, and environmental concerns as criteria to determine whether or not to license a design for floating structures as a Class II vessel - landing platform or landing pontoon. Depending on the usage, the floating structures have to be licensed and surveyed annually or biannually. Also the Marine Department will issue temporary permits for temporary floating structures such as the landing facilities for the dragon boat races.

**a. DOES THE TYPE OF FACILITY LOOKING TO CREATE FLOATING STRUCTURES INFLUENCE YOUR DECISION AND HOW?**

The Marine Department would consider the usage of facility when licensing floating structures as a Class II vessel - landing platform or landing pontoon. As long as facilities meet the requirements of safety, marine traffic and environmental concerns, the floating structures can be licensed.

**2. HOW MANY PRIVATE MOORINGS ARE THERE AND HOW MANY OF THOSE ARE EMPTY?**

1869 private moorings laid and 87 vacancies in Shuen Wan Hoi, Tai Po

**a. DOES THE MARINE DEPARTMENT HAVE ANY PLANS TO EXPAND THE AMOUNT OF PRIVATE MOORING?**

There is no plan to establish new designated private mooring areas because the Marine Department cannot identify any suitable locations due to local opposition, safety, marine traffic and environmental concerns.

**b. HOW MANY OF THE PRIVATE MOORINGS ARE OWNED BY PRIVATE BOAT CLUBS OR OTHER PRIVATE ORGANIZATIONS?**

883 of 1869 private moorings belong to private boat clubs.

**c. WHAT IS THE COST OF CREATING A NEW PRIVATE MOORING? (PER BERTH PREFERABLE)**

The Marine Department requires the person or organization to apply for permission to lay a private mooring. The construction of the mooring following certain requirements such as mooring block size, size of the mooring chain etc, but construction materials and methods are left to be decided by the private mooring owner.

**d. ARE THERE ANY WAITING LISTS FOR PRIVATE MOORINGS?**

There are waiting lists for the more popular private mooring areas. The

Marine Department will not provide the detailed information.

**3. WHAT KIND OF OVERSIGHT DOES THE MARINE DEPARTMENT EXCISE OVER COMMUNITY ANCHORAGES/TYPHOON SHELTERS?**

The areas for local vessels to anchor in typhoon shelters can be regarded as mooring areas. There are two designated private mooring areas for pleasure vessels in typhoon shelters i.e. Aberdeen and Causeway Bay. Local vessels enter and remain in the typhoon shelter have to obey a few regulations such as no dangerous goods carried on board and not causing obstruction to boat traffic. (see section 4 of the MERCHANT SHIPPING (LOCAL VESSELS)(TYPHOON SHELTERS) REGULATION Cap 548E Apart from the above, pleasure vessels may either moor (at other private mooring areas) or anchor at various sheltered anchorages. In addition, pleasure vessels can make use of spaces in typhoon shelters on a first-come-first-serve basis.

**a. HOW DO YOU KEEP TRACK OF BOATS IN THE ANCHORAGES?**

The Marine Department performs vessel counts in typhoon shelters during the passage of typhoon, Lunar New Year, and Mid-May to August when Mainland China declares “Fishing Moratorium”.

**b. HOW DO YOU CHOOSE WHO GETS MOORING SPACES?**

The use of mooring areas is on a “first-come-first-serve” basis.

**4. DO YOU HAVE ANY PLANS TO OPEN OR CLOSE ANY TYPHOON SHELTERS?**

The Marine Department will conduct assessment of typhoon shelter space requirements at regular interval. The last assessment has stated that the current capacity of the typhoon shelters will be adequate to meet the demand throughout the period from 2009 to 2025. There is no plan to open or close any typhoon shelters in the near future.

**5. IS IT ILLEGAL TO MOOR YOUR BOAT UNDER A BRIDGE/TIED TO TREES?**

All vessels shall anchor or moor at specified anchorages, typhoon shelters, sheltered anchorage or private moorings as permitted. However, Marine Department would tolerate vessels to anchor in sheltered waters, provided that the vessel does not pose any hazard to marine safety and cause obstruction to the marine traffic and other port users.

## C. INTERVIEW QUESTIONS: ROGER NISSIM

1. **WHAT IS A SPECIAL PURPOSE LEASE?**
2. **IS THERE PRESSURE TO OPEN UP PRIVATE CLUBS TO THE PUBLIC THROUGH LEASES?**
3. **WHAT IS THE LANDS DEPARTMENT'S JURISDICTION ON THE SEABED?**
4. **WHAT IS THE MECHANISM FOR APPROVING A PLAN?**

## D. INTERVIEW TRANSCRIPT: ROGER NISSIM

**Date & Time:** 13 February 2012, 10:00am

**Location:** Café Zumbra

**Interview Conductors:** Gregory Freeman, Yanxin Zhou

### 1. *WHAT IS A SPECIAL PURPOSE LEASE?*

A special purpose lease is part of a category of leases that were created because of the handover of Hong Kong to China from Britain. They can last from ten years to fifteen years. Many of them expired in December but where given extensions by the Lands Department goes through its renewal process.

### 2. *IS THERE PRESSURE TO OPEN UP PRIVATE CLUBS TO THE PUBLIC THROUGH LEASES?*

The leases require the clubs to have the facility open to the public for events for a certain amount of time, and that amount of time required is likely to increase with the renewal of those leases, due to political pressure. Specifically private boat clubs are considered by many to be elitist, so there is political pressure to make them more accessible.

### 3. *WHAT IS THE LANDS DEPARTMENT'S JURISDICTION ON THE SEABED?*

The Lands Department gets its jurisdiction from the For Shore and Seabed Ordinance which means that any permanent structures built into the seabed have to be approved by the Lands Department.

### 4. *WHAT IS THE MECHANISM FOR APPROVING A PLAN?*

Submission of the application with additional information is submitted to the district Lands Agent. The Lands Agent circulates to application to all the government departments (highways, lands, marine, ect.)

### *ADDITIONAL INFORMATION*

Mr. Nissim raised the option of opting for a short-term tenancy which can last for 7 years instead of a land lease. A business plan would have to plan to make back its money before the end of the seven year period.

Mr. Nissim also pointed out that the government would be suspicious of giving land to a new organization and that having a trusted organization backing the club would give it credibility in the eyes of the government.

# APPENDIX D: LOCATION ANALYSIS

## A. LOCATION ANALYSIS RUBRIC CRITERIA EXPLANATION

Location Analysis Rubric					
	1	2	3	4	5
<b>Water Condition</b>					
<b>Area</b>	Water area plus potential expansion area is less than 2 hectares	Water area plus potential expansion area is 2 - 10 hectares	Water area plus potential expansion area is 10 - 20 hectares	Water area plus potential expansion area is 20 - 30 hectares	Water area plus potential expansion area is over 30 hectares
<b>Depth</b>	Water depth of less than 2m	Water depth of 2m - 3m	Water depth of 3m - 4m	Water depth of 4m - 5m	Water depth of more than 5m
<b>Wave action</b>	Wave actions are strong for the whole year	Wave actions are strong for months	Wave actions are strong for weeks	Wave actions are strong for days	Wave actions are mild
<b>Quality</b>	Water smells bad; sewers/storm drains/restaurant waste directly empty into water; seabed is heavily littered with garbage; Water is toxic	Water is dirty; sewers/storm drains/restaurant waste within 200m; seabed is littered with garbage	Water is turbid; sewers/storm drains/restaurant waste within 500m; a few garbage on the seabed	Water is slightly turbid; sewers/storm drains/restaurant waste are 500m away; clean seabed	Clean water and seabed; no sewers/storm drains/restaurant waste
<b>Land Condition</b>					
<b>Area</b>	Almost no land area for building one infrastructure from dry berth/club house /parking lot /other	Very limited area for building only one infrastructure from dry berth/club house /parking lot /other	Limited area for building 1 or 2 infrastructures from dry berth/club house /parking lot /other	Sufficient area for building 2 infrastructures from dry berth/club house /parking lot /other	Sufficient area for building at least 3 infrastructures from dry berth/club house /parking lot /other
<b>Accessibility</b>					
<b>Public Transportation</b>	Over 30 minutes long walk from the nearest MTR OR Need to take a bus & more than 15 min walk from Bus stop	25 - 30 minutes long walk from the nearest MTR OR Need to take a bus & 5-15 min walk from Bus stop	20 - 25 minutes long walk from the nearest MTR OR Need to take a bus & less than 5 min walk from Bus stop	15 - 20 minutes long walk from the nearest MTR	Less than 10 minutes long walk from the nearest MTR

	<b>Water Access*</b>	No access to coast and no access to other water bodies	Access to coast is extremely minimal	1 - 2 ways to access to coast with some difficulties	At least 2 ways to access to coast	At least 3 ways to access to coast easily; location is along a beach
<b>Latent Market</b>						
	<b>Recreational Population</b>	No any other recreational facilities in the region	Recreational facilities are in the plan for this region	A few recreational facilities in this region	Recreational activities have already taken place in the region	Recreational WATER activates have already taken place in the region
	<b>Boating Population</b>	There are no boats moored and no community anchorages in the region	There are <10 boats moored but no community anchorages in the region	There are 10 - 20 boats moored and no community anchorages in the region	There are 20 - 40 boats moored and community anchorages in the region	There are >40 boats moored and community anchorages in the region
<b>Others</b>						
	<b>Impact on Natural Environment</b>	Huge impact on natural environment Must get rid of a great deal of vegetation	Some huge impact on natural environment	Some impact on natural environment	Low impact on natural environment	Very low impact on natural environment Already a built area
	<b>Conflict with the City's Urban Plan</b>	City's urban plan will hinder the construction of the public boat club		City's urban plan in progress will hinder the construction of the public boat club		City's urban plan will not hinder the construction of the public boat club

\*Access points are considered to be proper ladders, stairs to water, pontoons and/or outhauls.

B. CAUSEWAY BAY

Location Name: <b>Causeway Bay Typhoon Shelter</b>	Region: <b>Victoria Harbour</b>	Date: <b>18-01-2012</b>			
Location Analysis Rubric					
	1	2	3	4	5
<b>Water Condition</b>					
Area			✓		
Depth					✓
Wave action					✓
Quality	✓				
<b>Land Condition</b>					
Area	✓				
<b>Accessibility</b>					
Public Transportation					✓
Water Access					✓
<b>Latent Market</b>					
Recreational Population					✓
Boating Population					✓
<b>Others</b>					
Impact on Natural Environment					✓
Conflict with the City's Urban Plan			✓		



Location Name: <b>Cyberport</b>	Region: <b>HK Island South</b>	Date: <b>26-01-2012</b>			
<b>Location Analysis Rubric</b>					
	1	2	3	4	5
<b>Water Condition</b>					
Area				✓	
Depth					✓
Wave action		✓			
Quality					✓
<b>Land Condition</b>					
Area				✓	
<b>Accessibility</b>					
Public Transportation	✓				
Water Access			✓		
<b>Latent Market</b>					
Recreational Population	✓				
Boating Population	✓				
<b>Others</b>					
Impact on Natural Environment				✓	
Conflict with the City's Urban Plan					✓

Location Name: <b>Kwun Tung</b>	Region: <b>Victoria Harbour</b>	Date: <b>15-01-2012</b>			
<b>Location Analysis Rubric</b>					
<b>Water Condition</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
Area				✓	
Depth					✓
Wave action					✓
Quality		✓			
<b>Land Condition</b>					
Area				✓	
<b>Accessibility</b>					
Public Transportation			✓		
Water Access		✓			
<b>Latent Market</b>					
Recreational Population			✓		
Boating Population					✓
<b>Others</b>					
Impact on Natural Environment					✓
Conflict with the City's Urban Plan			✓		

Location Name: **Sam Mun Tsai**      Region: **Tolo Harbour**      Date: **27-01-2012**

<b>Location Analysis Rubric</b>					
	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
<b>Water Condition</b>					
Area					✓
Depth					✓
Wave action					✓
Quality				✓	
<b>Land Condition</b>					
Area		✓			
<b>Accessibility</b>					
Public Transportation	✓				
Water Access				✓	
<b>Latent Market</b>					
Recreational Population			✓		
Boating Population					✓
<b>Others</b>					
Impact on Natural Environment				✓	
Conflict with the City's Urban Plan					✓

Location Name: <b>Science Park (Pek Shek Kok)</b>	Region: <b>Tolo Harbour</b>	Date: <b>27-01-2012</b>			
<b>Location Analysis Rubric</b>					
	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
<b>Water Condition</b>					
Area					✓
Depth					✓
Wave action		✓			
Quality				✓	
<b>Land Condition</b>					
Area				✓	
<b>Accessibility</b>					
Public Transportation			✓		
Water Access		✓			
<b>Latent Market</b>					
Recreational Population			✓		
Boating Population	✓				
<b>Others</b>					
Impact on Natural Environment				✓	
Conflict with the City's Urban Plan					✓

Location Name:  
Stanley-Murray House

Region:  
HK Island South

Date:  
25-01-2012

Location Analysis Rubric					
	1	2	3	4	5
<b>Water Condition</b>					
Area				✓	
Depth				✓	
Wave action			✓		
Quality					✓
<b>Land Condition</b>					
Area		✓			
<b>Accessibility</b>					
Public Transportation			✓		
Water Access				✓	
<b>Latent Market</b>					
Recreational Population			✓		
Boating Population				✓	
<b>Others</b>					
Impact on Natural Environment					✓
Conflict with the City's Urban Plan					✓

Location Name: **Tai Tam**      Region: **HK Island South**      Date: **25-01-2012**

<b>Location Analysis Rubric</b>					
	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
<b>Water Condition</b>					
Area				✓	
Depth				✓	
Wave action					✓
Quality					✓
<b>Land Condition</b>					
Area					✓
<b>Accessibility</b>					
Public Transportation			✓		
Water Access					✓
<b>Latent Market</b>					
Recreational Population				✓	
Boating Population				✓	
<b>Others</b>					
Impact on Natural Environment				✓	
Conflict with the City's Urban Plan					✓

I. TO TAU BEACH

Location Name:

To Tau Beach

Region:

Tolo Harbour

Date:

27-01-2012

Location Analysis Rubric					
	1	2	3	4	5
<b>Water Condition</b>					
Area			✓		
Depth			✓		
Wave action					✓
Quality					✓
<b>Land Condition</b>					
Area					✓
<b>Accessibility</b>					
Public Transportation				✓	
Water Access					✓
<b>Latent Market</b>					
Recreational Population					✓
Boating Population					✓
<b>Others</b>					
Impact on Natural Environment			✓		
Conflict with the City's Urban Plan					✓

Location Name:  
Tseung Kwan O

Region:  
Junk Bay

Date:  
1-26-2012

Location Analysis Rubric					
	1	2	3	4	5
<b>Water Condition</b>	Area		✓		
	Depth				✓
	Wave action				✓
	Quality				✓
<b>Land Condition</b>	Area		✓		
	Accessibility				
<b>Latent Market</b>	Public Transportation			✓	
	Water Access		✓		
	Recreational Population		✓		
<b>Others</b>	Boating Population				✓
	Impact on Natural Environment			✓	
	Conflict with the City's Urban Plan				✓



Location Name: **Yau Tong Typhoon Shelter**      Region: **Victoria Harbour**      Date: **16-01-2012**

Location Analysis Rubric					
	1	2	3	4	5
<b>Water Condition</b>	Area	✓			
	Depth			✓	
	Wave action				✓
	Quality			✓	
<b>Land Condition</b>	Area		✓		
	Public Transportation				✓
<b>Latent Market</b>	Water Access		✓		
	Recreational Population			✓	
<b>Others</b>	Boating Population			✓	
	Impact on Natural Environment			✓	
	Conflict with the City's Urban Plan				✓

## APPENDIX E: MOORING FEES

### A. MARINE DEPARTMENT

*Length	In Causeway Bay Typhoon Shelter, Aberdeen West Typhoon Shelter and Aberdeen South Typhoon Shelter	In all other Typhoon Shelters and Elsewhere within the limits of Victoria port	Elsewhere in the waters of Hong Kong
5 metres and under	\$270	\$140	\$73
8 metres and under	\$475	\$270	\$140
11 metres and under	\$670	\$405	\$210
Over 11 metres	\$670 plus \$210 for every 3 metres or part thereof	\$405 plus \$140 for every 3 metres or part thereof	\$210 plus \$140 for every 3 metres or part thereof

(Marine Department, 2011b)

### B. ROYAL HONG KONG YACHT CLUB

LOA	Location			
	Aberdeen	Causeway Bay	Middle Island	Shelter Cove
5 M - 8 M	\$ 1,400	\$ 1,580	\$ 971	\$ 1,035
8 M - 11M	\$ 1,590	\$ 1,785	\$ 1,045	\$ 1,108
11M - 14M	\$ 1,811	\$ 2,005	\$ 1,192	\$ 1,255
14M - 16M	\$ 2,031	\$ 2,226		\$ 1,386
16M - 17M		\$ 2,373		\$ 1,386
17M - 18M		\$ 2,593		\$ 1,528
18M - 20M		\$ 2,745		
20M - 22M		\$ 3,113		
22M - 23M		\$ 3,255		
23M - 24M		\$ 3,476		
24M - 26M		\$ 3,627		
26M - 28M		\$ 3,990		

(RHKYC, 2011)

### C. HEBE HAVEN YACHT CLUB

<b>MARINE FACILITIES</b>		<b>RATES</b>
<b><u>Marina Berths</u></b>		
12 m / 40 ft.	Per Month	\$ 4,950
15 m / 50 ft.	Per Month	\$ 6,820
18 m / 60 ft.	Per Month	\$ 8,580
Temporary Berthing Rate (Inclusive of electricity and water)	Per Day	\$ 6 / ft
<b><u>Swing Moorings</u></b>	Per Month	\$ 110 / m
<b><u>Hardstanding</u></b>		
Max 8.5 m / 28 ft.	Per Month	\$ 2,100
Max 7.3 m / 24 ft.	Per Month	\$ 1,500
Max 6.1 m / 20 ft.	Per Month	\$ 1,250
Max 5.5 m / 18 ft.	Per Month	\$ 1,050
Magics	Per Month	\$ 1,540
Zap Cats	Per Month	\$ 825
Jet Ski	Per Month	\$ 550
Horizontal / Upright Rack	Per Month	\$ 150
<b>*Hardstand overall length includes trailers and outboards.*</b>		

(Hebe Haven Yacht Club, 2012)

## APPENDIX F: LAND-WATER INTERFACES

<p>Ladder</p>		
<p>Walking Steps (used for a boat owner to walk down to the water)</p>		
<p>Landing Steps (used for boats to pick up and drop off boat owners)</p>		
<p>Slipway</p>		
<p>Hoist</p>		

Pier / Dock



/



## APPENDIX G: BOAT DENSITY MAPS

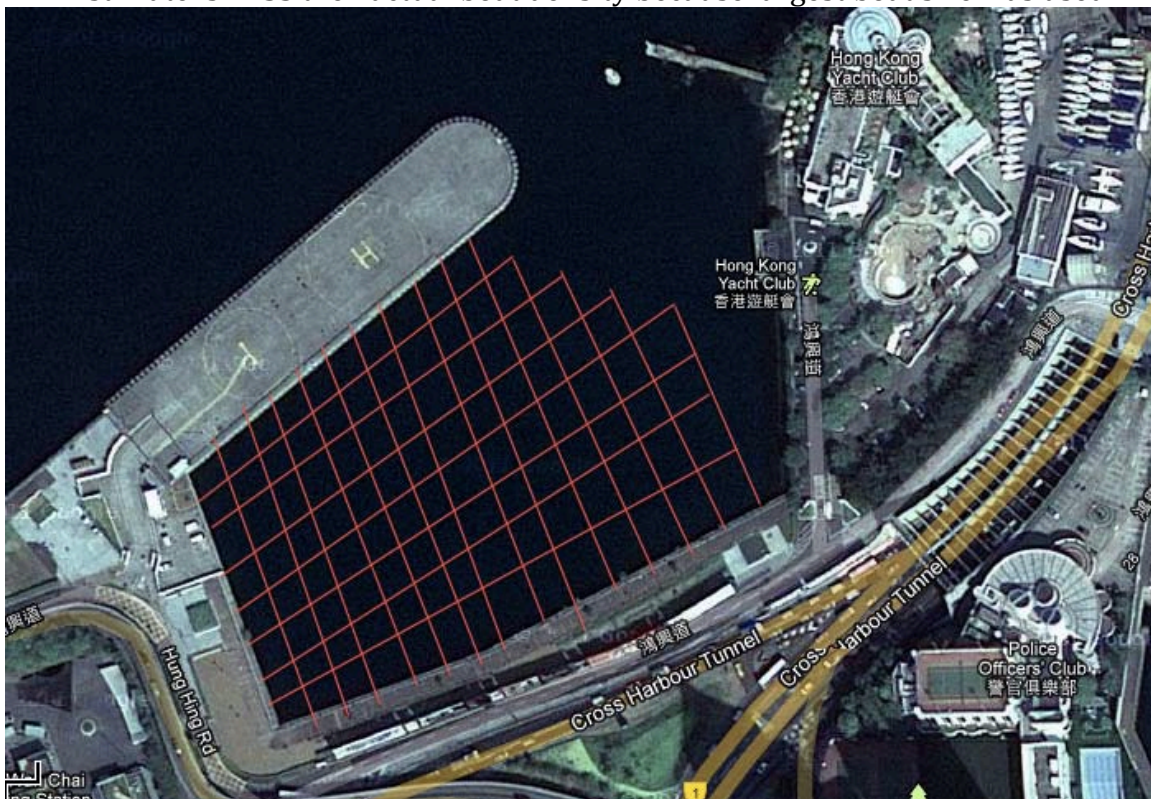
### A. CAUSEWAY BAY-WAN CHAI



Causeway Bay

Total Boat Density	352
Number of Moorings Possible	327*

\*Estimate is LESS than actual boat density because largest boat size was used



Wan Chai

Total Boat Density	0
Number of Moorings Possible	204

## B. SCIENCE PARK



Total Boat Density	0
Number of Moorings Possible	724

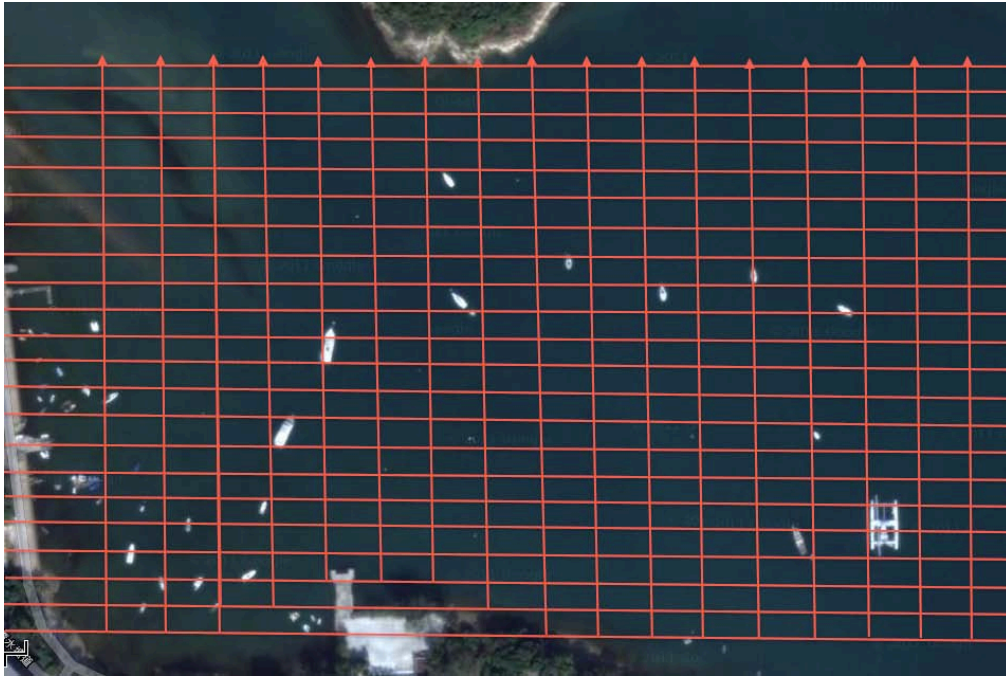


### C. SAM MUN TSAI



Total Boat Density	~120
Number of Moorings Possible	366

## D. TAI TAM HARBOUR



Total Boat Density	45
Number of Moorings Possible	368

## APPENDIX H: WET PANTS SAILING ASSOCIATION EMAIL QUESTIONNAIRE

### A. EMAIL PROTOCOL

1. Why was this club founded/what were the reasons the founders thought this club needed to be founded?
2. How is the structure of your club? (i.e., volunteers or paid employees, do you have elections, etc.)
3. How do you go about funding your club?
4. Are there fees to become a member of your club?
  - a. If there are fees to be a member, do members have to pay to keep their boat at your facility?
5. How did you decide the appropriate amount for fees?
6. What kinds of boats are stored at your club and what are your means of storing them?
7. What are the demographics of the area your boat facility serves (i.e. is it a crowded or desolate city, is it a wealthy area, etc)
8. What type of building is your boat facility located in/describe the building?
9. What mooring facilities do you have?
10. What are your means of launching boats? (How do you get boats from dry berths to the water?)
11. How do you attract new members?
12. What other amenities exist at the club that you think is valuable to the club and all club members?
13. Do you provide any services for boat owners?

### B. ANSWERS FROM CLUB COMMODORE

1. The club was founded in order to give children in the area, whose parents did not belong to a yacht club, a chance learn to sail and to compete in races.
2. The club is based on volunteers for everything except the sailing school. The only paid employees are the sailing instructors.
3. The club is funded by membership dues and sailing school tuition.
4. Yes, there is an annual membership fee (dues).
  - a. Yes members have to pay an additional fee in order to keep a boat in the dry sail area.
5. The fees are based on the length of your boat, and they have evolved over the years as the club expenses have risen.
6. Mainly we store small sailboats (15 to 20 ft.), most boats are on trailers. Some smaller boats are on dollies and are launched from the beach.
7. Suburban middle class
8. The club is located in a town owned building that used to be a restaurant; we rent the building from the Town of Islip.
9. None


10. We have a hoist that members can use to launch their boats; the hoist has a weight limit so that limits the size of boats members can keep at the club. Also some members have smaller boats that can be launched from the beach.
11. We attract many new members through our sailing school, also some people join for the social aspect of the club coupled with the sailing aspect.
12. There are no amenities
13. No

### C. ANSWERS FROM CLUB TREASURER

1. This club was founded in 1934, the people from Sayville would go over to Fire Island to race with a club that was on that side, but it was decided that they could not qualify for prizes. A group of Sailors from Sayville formed the club on the premise to have an affordable means to sail and race on the Great South Bay, for anyone who became a member, no matter where they lived. They Filed papers of Incorporation as a not for profit corporation in 1934.
2. Wetpants itself is a strictly volunteer organization; no members are paid for any services. We do sponsor a sailing school that we charge a fee for and do have paid Instructors operate.
  - a. Officers are elected each year at the fall business meeting. The flag officers are Rear Commodore, Vice Commodore and Commodore and they move up each year to the next position. Offices for Secretary, Treasurer, Financial Secretary, are on the board. We also have various fleet captains participate on the board.
3. It is supported by annual membership dues and dry sail fees. We also rent out 4 wet slips
4. I have attached all applications for memberships and dry sail fees (summer and Winter)
5. Based upon estimated budget we decide if we need to increase. Must follow procedure in the bylaws to increase membership fees. Dry sail and school tuition can be adjusted as the board sees fit.
6. Sailboats less than 1 ton can be kept on trailers and can use the club 2-ton hoist to launch boats (mariners, daysailers, flying scotts, 420's,). Smaller boats like sunfish, opti's JY's are launched from dollies on a small beach area about 25 feet wide.
7. Located on the Great South Bay near the water. The immediate area is middle to high income. It primarily services middle-income families.
8. The building and property belong to the town of Islip and is leased by the club for about \$6000 per year, the building does not have any other practical use since there is no heat in the building. It is adjacent to a town beach, park and is part of the town marina.
9. There is no mooring in the Great South Bay
10. See above.
11. We are primarily a word of mouth recruiting and a lot of people see us when they visit the marina or bay. We do advertise in town publications because we work closely with them to operate. We also have a web site.  
<http://wetpantssailing.org/wpsa/>

12. We have a large room for meetings and the sailing school. We have bathrooms showers and a kitchen to prepare food for sailing events and small social gatherings (Usually about 100 people)
13. Not really, we run the school and provide dry sail area, we also maintain the hoist.

APPENDIX I: SPECTRUM OF BOAT FACILITIES, LOW TO HIGH

<p><b>Public Mooring Areas</b></p>  <p><b>High End Private Facility</b></p>	<ul style="list-style-type: none"> <li>• Unorganized</li> <li>• Free</li> </ul>
	<ul style="list-style-type: none"> <li>• Safe dry rack <b>AND/OR</b> wet mooring (MAX 40-45 ft)             <ul style="list-style-type: none"> <li>○ Swing moorings only</li> </ul> </li> <li>• Pay per month</li> </ul> <p><b>**Bare minimum: Strictly for storage</b></p>
	<ul style="list-style-type: none"> <li>• All previous &amp;</li> <li>• MAX Wet Berth 50ft</li> </ul>
	<ul style="list-style-type: none"> <li>• All Previous</li> <li>• MAX wet berth 65ft             <ul style="list-style-type: none"> <li>○ <i>Fore and Aft*</i></li> </ul> </li> <li>• Annual membership fee ONLY</li> <li>• Club House</li> </ul>
	<ul style="list-style-type: none"> <li>• All previous</li> <li>• MAX wet mooring 100ft             <ul style="list-style-type: none"> <li>○ Swing moorings</li> <li>○ Pontoons</li> <li>○ <i>For and Aft*</i></li> </ul> </li> <li>• Membership fee</li> <li>• Monthly fee for storage</li> <li>• Food and Beverage service</li> </ul>
	<ul style="list-style-type: none"> <li>• All Previous</li> <li>• MAX wet moorings 120ft             <ul style="list-style-type: none"> <li>○ Swing moorings</li> <li>○ Pontoons</li> <li>○ <i>Fore and Aft*</i></li> </ul> </li> <li>• Restaurant</li> <li>• Pool/tennis or showers courts</li> <li>• Repair Services</li> </ul>

## APPENDIX J: SUMMATIVE TEAM ASSESSMENT

After our first team assessment, we made efforts to improve the way we handled debates between team members. When we recognized that a debate was making no progress, team members would defer to the rest of the team for their opinions. The team would go in the direction that the most team members agreed upon. This helped us reach a conclusion sooner, wasting as little time as possible.

One specific process our team used to improve efficiency was the use of a GoogleDocs “To Do” list to modify and self-assign tasks. By adding new tasks to the To Do list, we made sure nothing ‘fell through the cracks’. We used this effectively when scheduling interviews. We placed our interview contacts on the To Do list, marking the various stages of contact (e.g. called, scheduled, completed) next to the contact so that we could remember whom we had spoken to and what stage of contact we were in. This was especially effective because our project involved reaching out to a large number of organizations and people.

Another effective strategy was reviewing draft comments as a group. For example, upon receiving comments on a Findings draft, we went through each comment and made a group decision on our reaction to it. In this way, we could make sure everyone had the same mindset on the changes to be made in reaction to the comments. We found that this reduced the number of debates we would have over revisions because we had already discussed the changes to be made.

Our editing process improved over the course of our project. At first, our process was ineffective because we did not have a real strategy. We saw that our process needed to be improved; therefore as we received drafts we adapted new editing strategies. Towards the end of our project, we found that placing more responsibility on individual team mates made for a more effective, streamlined editing process. This enabled our editing process to improve and in order to produce more effective drafts.

The team responded to changes well. Any significant change made throughout the course of our project was discussed as a group. On two occasions, we reached out to our advisors to discuss a change in an objective and how we might handle it. We believe that we were very effective in accepting the changes and adapting them in our final report and presentation, even if the change occurred a few hours before something was due.

An area in which we need to improve in future teamwork experiences is taking more initiative. As a team, we would take the feedback and new ideas from our sponsors and advisors well but we struggled to take the ideas any further. In future experiences, taking sponsor/advisor ideas and expanding on them might improve the effectiveness of our work.

Another area of improvement is how we handle issues we present during meetings. An example of this was when our boat owner interviews were not showing demand.

If we thought critically about how we might overcome this obstacle prior the meeting then we could have improved how effective our sponsor meetings were.