



Ayrshire Growth Deal - Cumbrae Transit Marina Project

Community / Stakeholder Engagement Meetings 12th & 13th October 2022



BLUE SEA CONSULTING
Waterfront, Regeneration & Leisure Consultants

Cumbrae Transit Marina Project

AGENDA

- Welcome and Introductions
- AGD Marine Tourism Programme & the Cumbrae Transit Marina Proposal
- Findings of the AGD Cumbrae Marina Viability Study - Ewan Richardson, Royal HaskoningDHV
- Technical Q&A session
- Development of marina operating model options - Martin Latimer, Blue Sea Consulting LLP (13th Oct)
- Project Q&A session
- Next steps and close



Cumbrae Transit Marina Project



AGD Marine Tourism Programme & the Cumbrae Transit Marina Proposal

The AGD Marine Tourism Programme is a tourism and place-based project that will develop marine infrastructure to support and grow the marine-tourism sector of Ayrshire.

The components of the Marine Tourism Investment are:

- **Transit marinas at the Isles of Cumbrae and Arran**
- **Ardrossan Harbour**



Marine infrastructure supports key components of the marine-tourism industry such as sailing and boating, paddle sports, marine leisure, and recreation.

Enables Ayrshire, the islands and the Clyde Coast to establish itself as a nationally significant, inclusive and accessible marine tourism destination.

The infrastructure creates a marine-tourism cluster of maritime amenities for visitors and communities to access the marine environment, participate in marine activities and provide marine & blue economy investment and business opportunities.

Ayrshire Growth Deal – Marine Tourism

Cumbrae Transit Marina Project

Marine Tourism Programme Objectives:

1. To establish Ayrshire as a key marine destination supporting key objectives within national marine strategy Giant Strides (+Awakening The Giant) and to increase inclusive growth through an approach that focuses on Community Wealth Building.
2. To generate new employment, business start-ups, SME/ micro enterprise and Community Interest Companies supporting employability and place- based regeneration plans.
3. Bring potentially high value under-used waterfront land asset back into productive use supporting area-based regeneration and secure follow-on investment.
4. Facilitate partnership investment to create growth support skills development and training, based on a cluster of marine sector activity and investment.
5. To invest to create a commercially viable and deliverable long-term development of the Clyde Cruising /Water-based Leisure / Marine Tourism offer as a catalyst for wider co-investment across Clyde and islands.



Ayrshire Growth Deal – Marine Tourism

Cumbrae Transit Marina Project

AYRSHIRE
GROWTH DEAL



The AGD Transit Marina Projects:

- Transit Marinas at Cumbrae and Arran each with c50 berths
- Co-developed with community / marine-users / stakeholders
- Aim for community operated marinas – community benefits
- Marina partners include: Crown Estate Scotland, British Marine Federation, Development Trusts, Sailing and Watersports Clubs, Tourism Organisations, Marine Users and Operators

Funder Contributions to the Cumbrae Transit Marina Project

- AGD Funds as set out in Deal signing - £2m
- Crown Estate Scotland (Boat-based Tourism Fund* – at Stage 2 of 3) - £0.75m

Transit Marina

A transit marina is small scale sail-to destination marina providing a high percentage of berths dedicated to visiting vessels.



Ayrshire Growth Deal – Marine Tourism

Cumbrae and Arran Marinas



Milestones

Gateway	Gateway / Milestone	RIBA Stage
0	Establishment of project governance and Strategic Business Case	0 - Strategic Definition
1	Sign-off concept delivery/ objectives and Business Case development	1 - Preparation & Briefing 2 - Concept Design
2	Completion of the detailed design (outcome = submission of Planning Application)	3 - Developed Design (Spatial Coordination)
3	Completion of Technical Design (outcome = issue of tender)	4 - Technical Design
4	Construction / Project start	5 - Manufacturing & Construction
5	Construction complete and Handover	6 - Handover
6	Reporting outputs/outcomes/CWB	7 - Use

AGD - Treasury Green Book 5
Business Case model

- **Strategic Business Case**
- **Programme Business Case**
- **Outline Business Case**
- **Final Business Case**

The 5 Cases:

- Strategic
- Economic
- Commercial
- Financial
- Management



Summary of Progress -

Presented by Ewan Richardson, Royal HaskoningDHV

Consultation Events

Cumbrae Marina Viability Study

- Appraisal Approach
- Findings
- Short list
- Conclusions
- Key Risks
- Recommendations and Next Steps

Timeline of Consultation Events

Cumbrae Steering Group Meeting: 27th October 2021

- via MS Teams
- Kathleen, Martin and Ewan attended

Cumbrae Marina Consultation Event: 18th November 2021

- In person
- Kathleen, Martin and Amy

Various online and e-mail correspondence updates (K. Dow, NAC)

Update on the Flood Protection Scheme

- Where are we now?
- What are the next steps?
- Potential impact on the Marina Programme

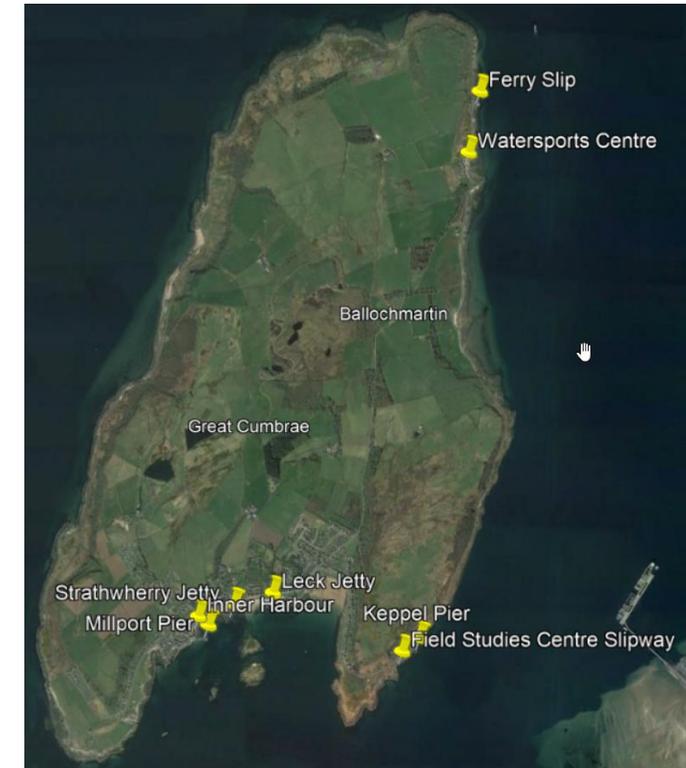
Cumbrae Marina

Approach:

- Assess Site Conditions (*e.g. water depth, prevailing wind and waves, tidal conditions, access, amenities*)
- Set out design criteria (*e.g. design wave heights and depths*)
- Review existing marine assets and site locations
- Select a suitable location(s) depending on site conditions and design criteria
- Identify a long list of marina design options and operating models at these location(s)
- Dismiss options which do not meet AGD /Project objectives
- Identify short list of marina design options and operating models
- Select a preferred option on the basis of technical, commercial, economic, and environmental viability

Cumbrae Marina: Long List of option locations

No.	Name	Comment
1	Do Nothing	Included for appraisal purposes
2	Do Minimum	Included for appraisal purposes
3	Millport - Leck Jetty	Not considered viable due to water depth and condition of jetty
4	Millport - Strathwherry Jetty	Not considered viable due to water depth and condition of jetty
5	Millport Inner Harbour	Not considered viable due to existing use of harbour, limited space
6	Millport Pier	Potentially viable, due to water depth and protection afforded by FPS breakwaters
7	Calmac Ferry Slipway	Not considered viable due to existing commercial operations around slipway
8	Cumbrae Watersports Centre	Potentially viable, unknown wave conditions, unknown structural condition of slipway and associated facilities. Potential commercial issues depending on future plans for the centre.
9	Keppel Pier	Not considered viable due to condition of Pier
10	Field Studies Council Slipway	Not considered viable due to size of slipway and access constraints.



Cumbrae Marina: Millport Pier Long List of options

No.	Name	Overview
6.1	Millport Pier – Option A	Enhanced visitor moorings provision
6.2	Millport Pier - Option B	50-180 berth marina in Millport Bay.
6.3	Millport Pier - Option C	Up to 120 berth marina in Millport Bay
6.4	Millport Pier – Option D	Up to 180 berth marina in Millport Bay.
6.5	Millport Pier – Option E	Up to 180 berth marina in Millport Bay.
6.6	Millport Pier – Option F	Up to 200 berth marina in Millport Bay.

Summary

- Millport Pier progressed as the preferred location from the long list of option locations
- A second long list is developed for the preferred location
- Millport Pier long list of options summarises the various potential configurations / layouts
- Principle difference between options is the number of berths
- This enables an appraisal of costs and benefits

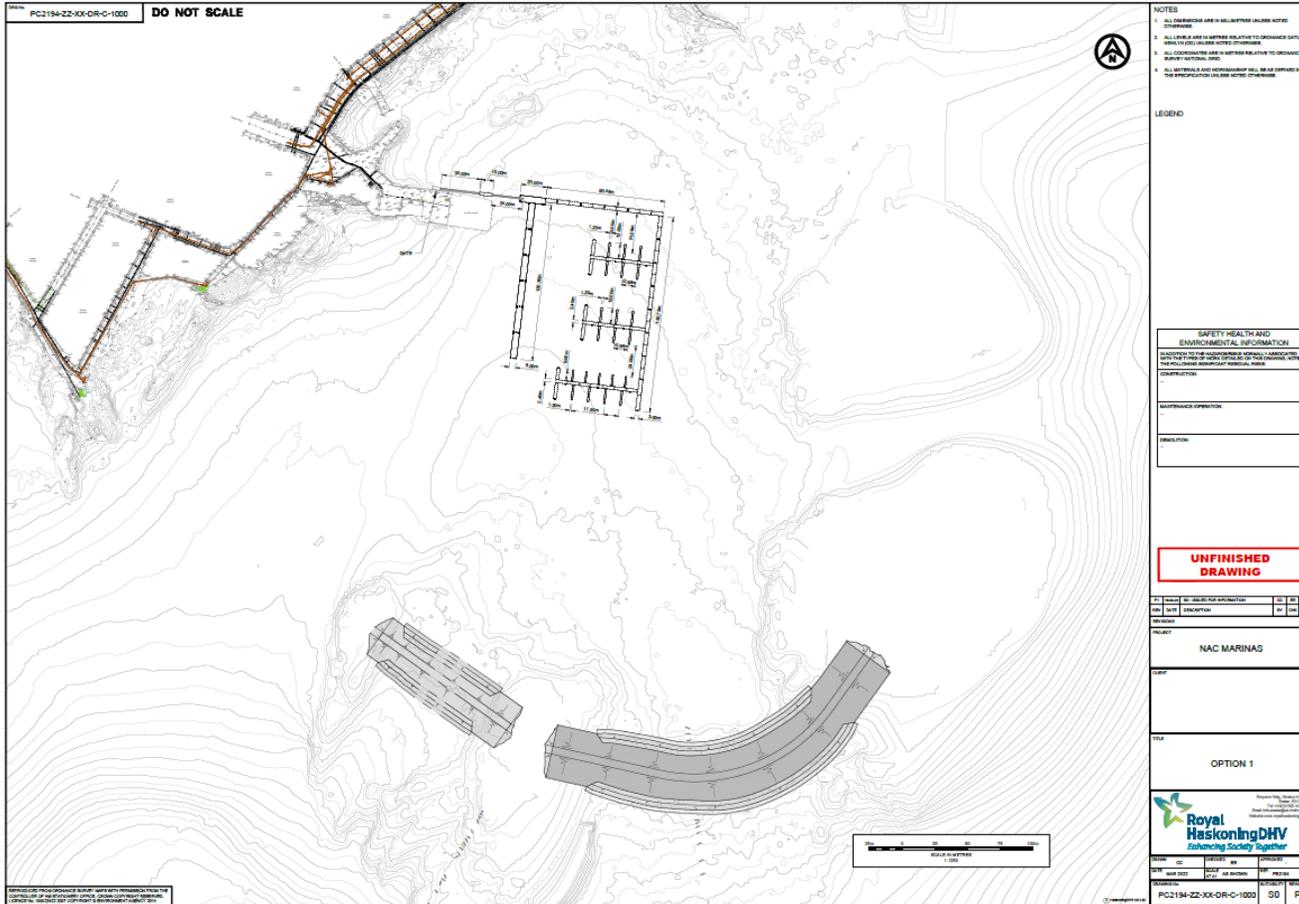
Cumbrae Marina: Short List of options

No.	Name	Overview
1	Do Nothing	<i>Walk-away scenario</i>
2	Do Minimum	<i>Continuation of the existing regime</i>
6.1	Millport Pier – Option A	Enhanced visitor moorings provision
6.2A	Millport Pier - Option B1	50 berth marina
6.2A	Millport Pier - Option B2	100 berth marina
6.2A	Millport Pier - Option B3	150 berth marina
6.3	Millport Pier - Option C	Up to 150 berth marina in Millport Bay
6.4	Millport Pier – Option D	Up to 180 berth marina in Millport Bay

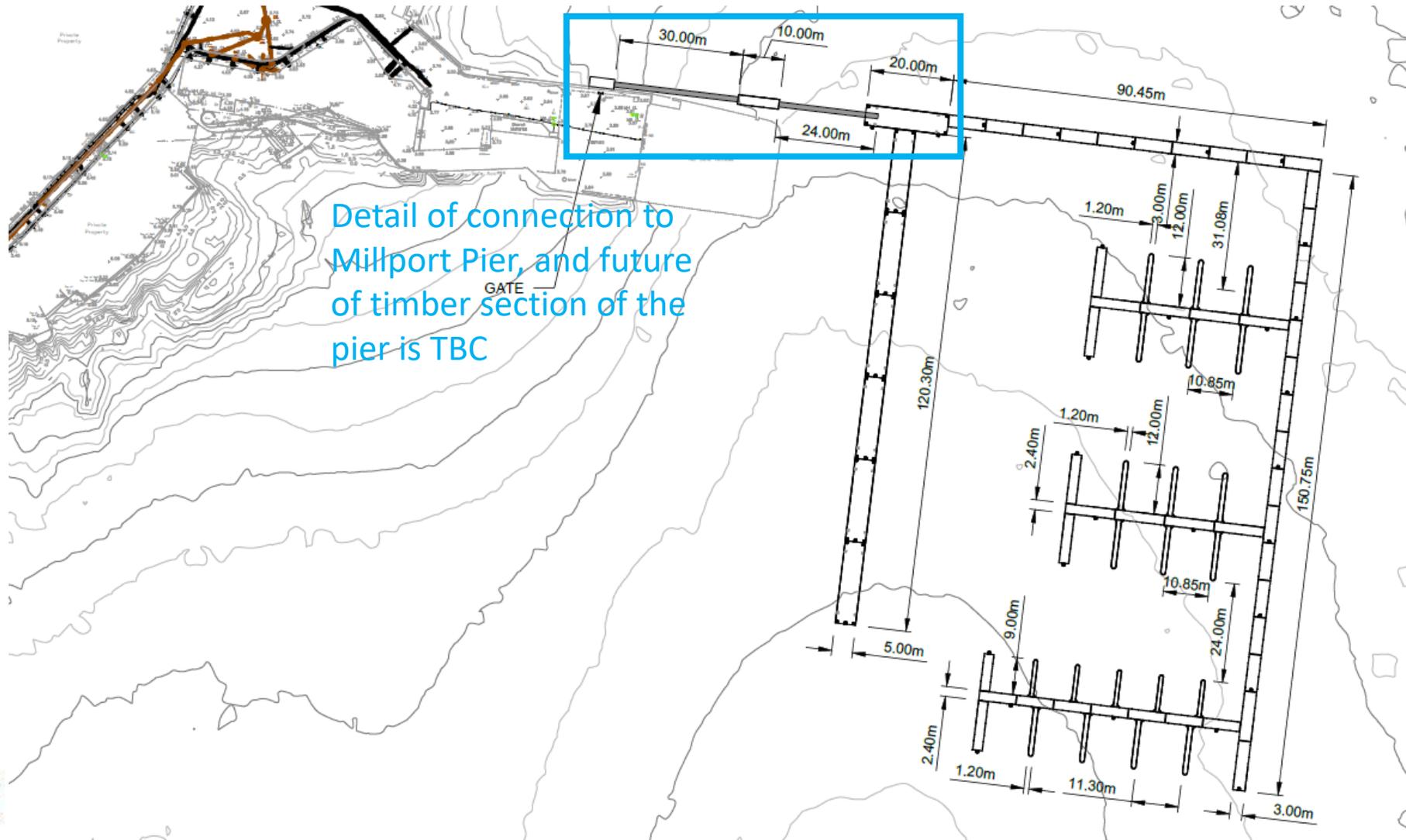
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Cumbræ Marina: Sample Outline Design Drawing Option B1



Cumbræ Marina: Sample Outline Design Drawing Option B1

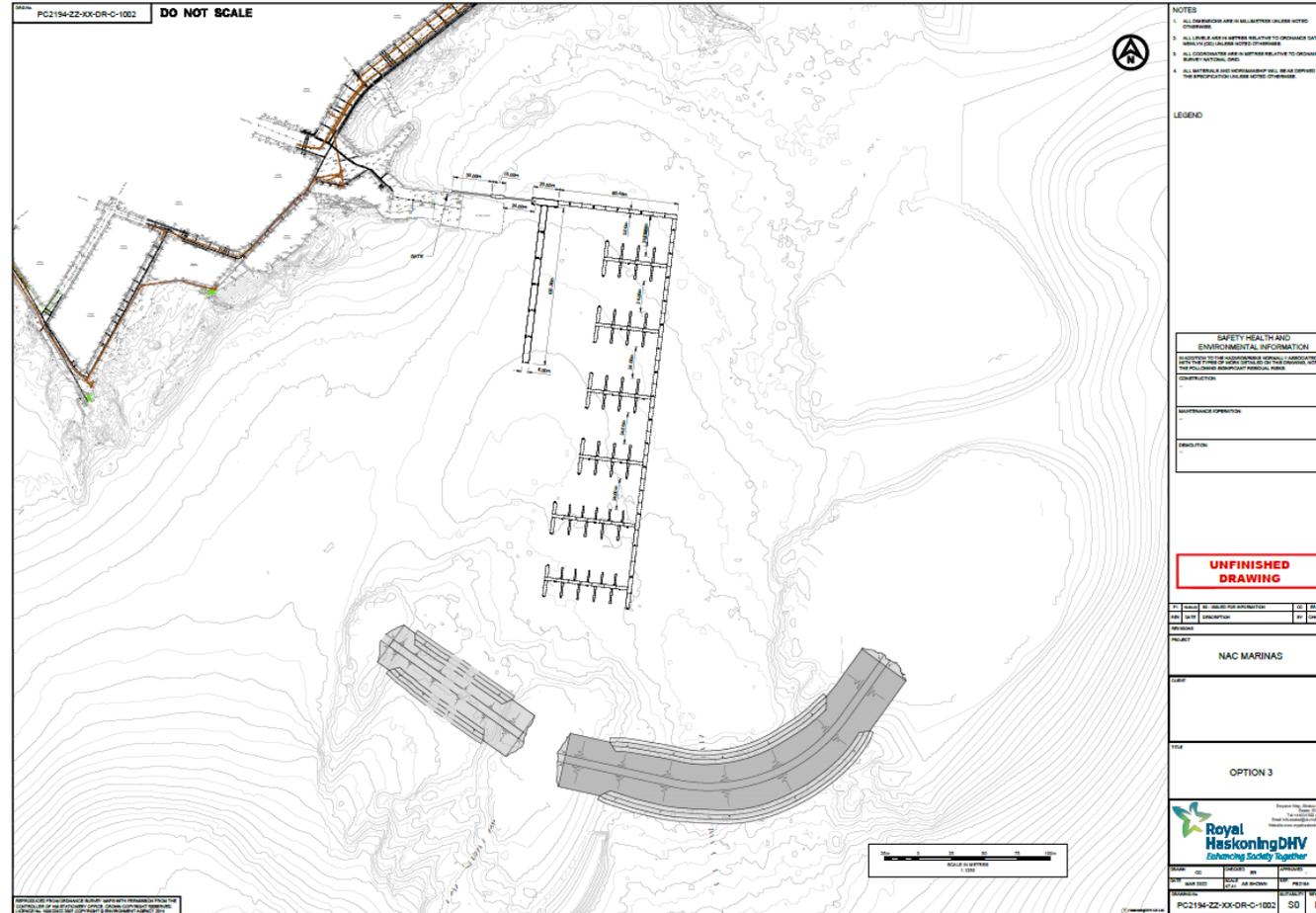


Detail of connection to Millport Pier, and future of timber section of the pier is TBC

Cumbræ Marina: Sample Outline Design Drawing Option B2



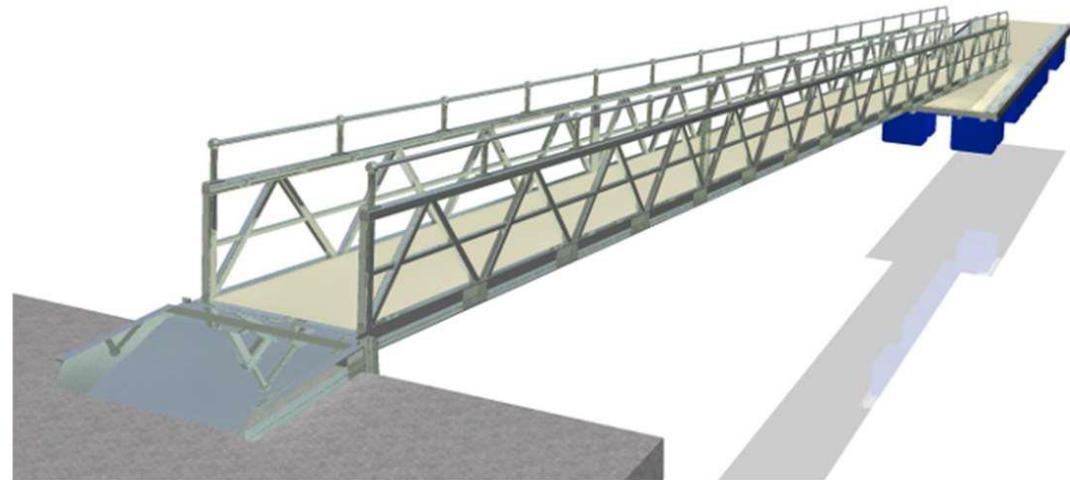
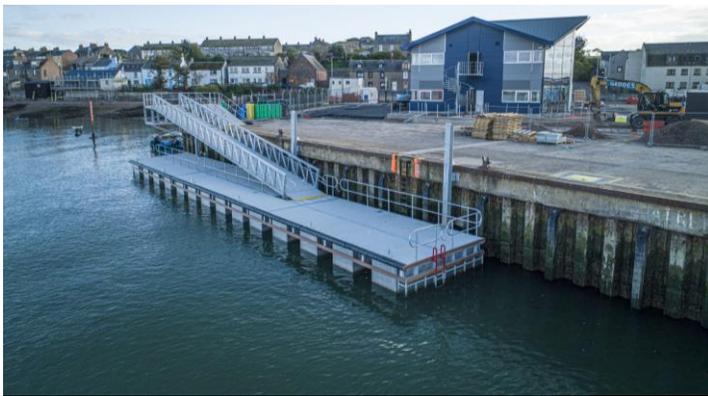
Cumbræ Marina: Sample Outline Design Drawing Option B3



Cumbræ Marina: Access Gates



Cumbræ Marina: Access Gangways



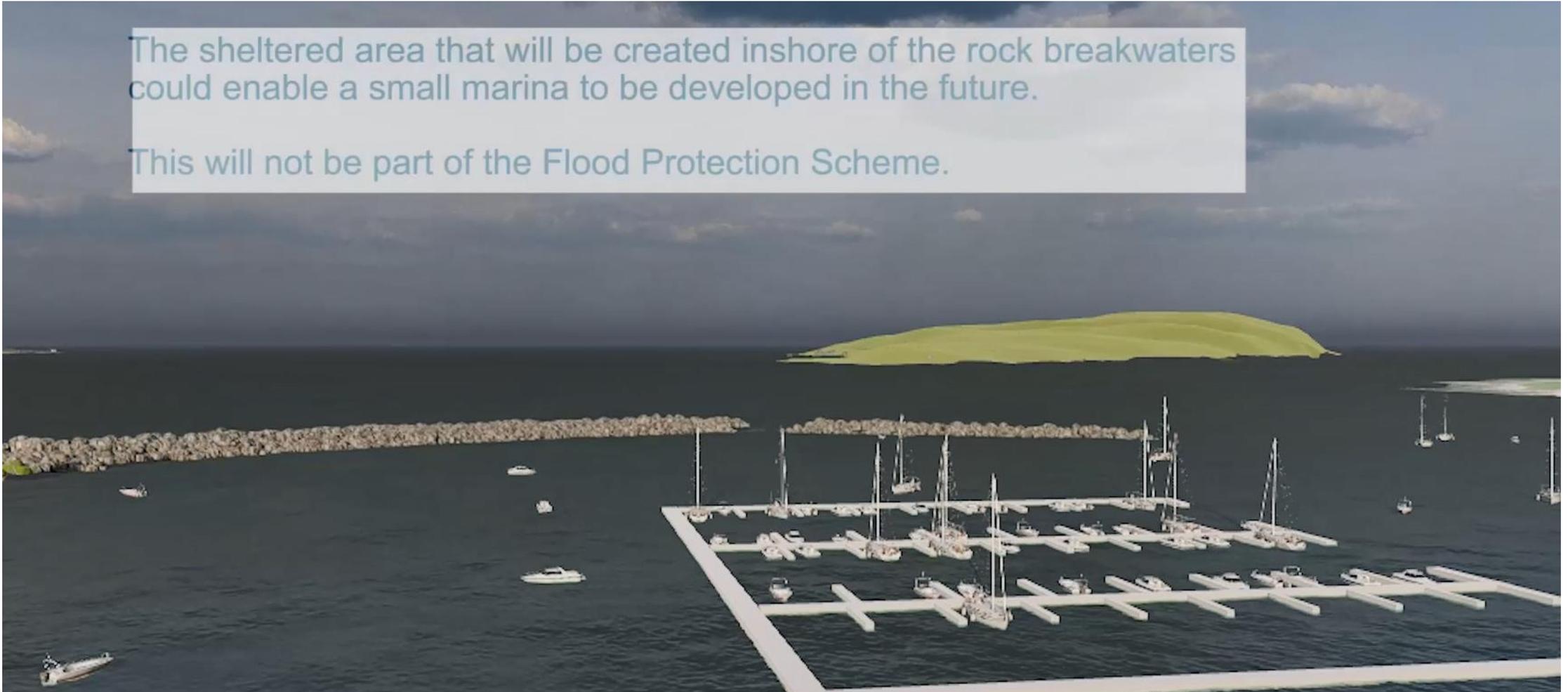
Photos of example pontoon systems



Cumbrae Marina: marina visual impression

The sheltered area that will be created inshore of the rock breakwaters could enable a small marina to be developed in the future.

This will not be part of the Flood Protection Scheme.



Cumbrae Marina

Findings:

- A range of site locations around the island were considered
- Millport Bay is considered to be the optimum location – protected by FPS breakwaters
- There is broad public support for an option in Millport Bay
- There is ample space for 150 (standard yacht) berths
- There is space for a large vessel berth facility
- A piled pontoon marina system is technically viable and preferable to mooring
- The marina system can be designed to act independently of Millport Pier

Cumbrae Marina Outline Cost Summary

		Millport Pier - Option B1 C6.2a	Millport Pier - Option B2 C6.2b	Millport Pier - Option B2 C6.2c	Millport Pier - Option C C6.3	Millport Pier - Option B2 C6.2c
		50 berth marina	100 berth marina	150 berth marina	150 berth marina + Floating BW	180 berth marina + additional RA
Item	%					
Construction Costs		£1,440,147	£2,820,294	£4,260,441	£4,260,441	£5,569,727
General Preliminaries	20%	£75,529	£139,059	£214,588	£214,588	£214,588
Contractors Overheads & Profit	15%	£56,647	£104,294	£160,941	£160,941	£160,941
Design Costs & Investigations	5%	£78,616	£153,182	£231,799	£231,799	£297,263
Contract Admin and Site Supervision	5%	£78,616	£153,182	£231,799	£231,799	£297,263
Staff / Project Management Costs	5%	£78,616	£153,182	£231,799	£231,799	£297,263
Compensation (e.g. land)		£0	£0	£0	£0	£0
Contingency		£659,903	£1,263,916	£1,923,820	£1,923,820	£1,674,050
Total		£2,468,075	£4,787,111	£7,255,186	£7,255,186	£8,511,095

Note:

The outline cost summary is presented as an early project scope and concept guide to inform the development of the proposal and investment levels required. Costs must not be assumed as conclusive or final.

Millport Pier Option B1 C6.2a - 50-berth marina is the preferred option to be further developed for submission to AGD and CES.

Cumbrae Marina Key Risks and Outline Mitigations

Key Risks	Outline Mitigation
Uncertainty of cost estimates (inflation)	Optimism bias of 60% included in cost estimates. Manage construction costs through value engineering and the detailed design stage.
Ground Conditions for piling	Undertake Geotechnical Assessment alongside Outline Business Case. Optimise pile configuration during detailed design stage.
Level of public support and planning consent process	Undertake further consultations with the local Consultation Group and hold public consultation meetings during the detailed design phase.
Availability of Growth Deal and Crown Estate Scotland funding	Continue to support the community to develop a viable operating model and Business Plan alongside the Outline Business Case for the Scheme.
Connection to Millport Pier, future of timber section of Pier	Engage with Structural Engineers and linkspan / gangway providers prior to the detailed design stage to confirm if any remedial works are required.
Public – Contractor interface	Contractor shall manage construction risks through Traffic Management procedure and Construction Phase Plan.

Cumbræ Transit Marina Project

Developing Marina Operating Options

Models explored:

- Public
- Private
- Hybrid

- Criteria: financial sustainability, income streams, customer service, product mix, organisational structure, local benefits etc
- Review of examples from elsewhere: Tobermory, Oban, Lochaline, Campbeltown, Kerrera

What does a transit marina do?

Facilities & services offered:

- *Bookings*
- *Berthing & access*
- *Assistance and customer services / support*
- *Onshore / offshore supporting services – ie: water / waste / power / wi-fi*
- *Safety & Security*
- *Business base ie trip operator, fishing boats*

- *Aesthetic appeal / tourism attraction*
- *Local employment*
- *Marine sector based expenditure*
- *Lever for further investment*

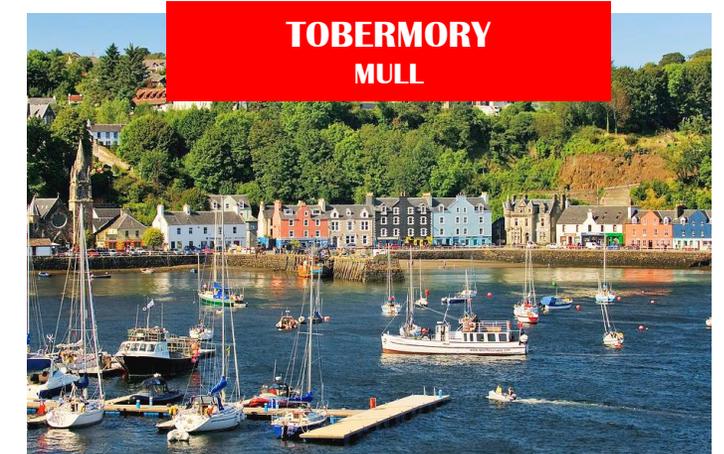
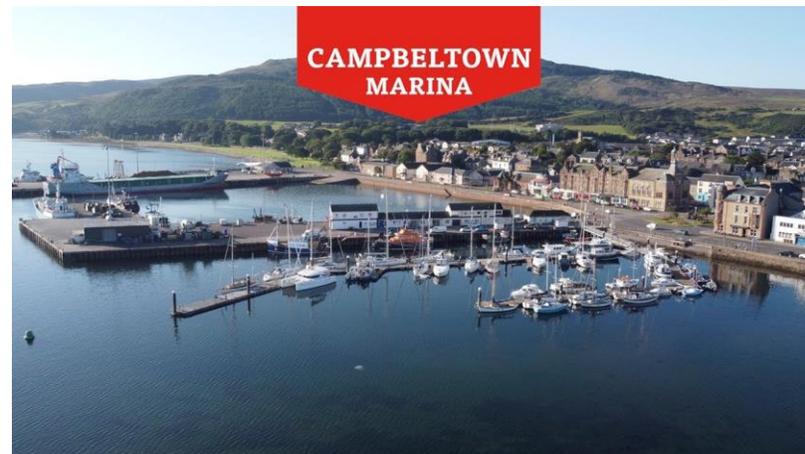
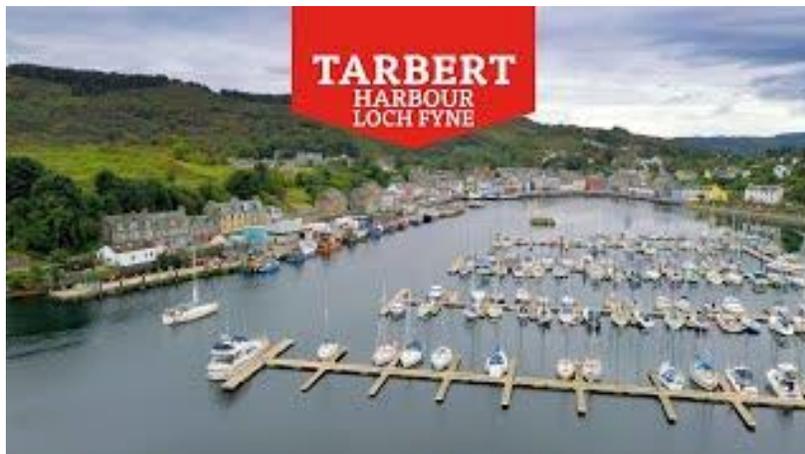
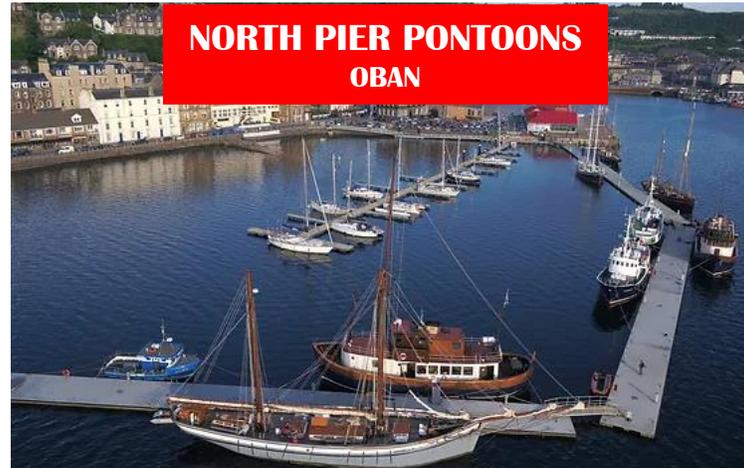


Developing Marina Operating Options

No.	Name	Overview	Enablers	Comment
1	Do minimum - NAC operated facility	Operated with current visitor moorings / harbours / marine infrastructure.	NAC already has capacity to operate marine infrastructure.	Currently no dedicated service provision / capacity to operate new facility. Training/skills gap.
2.	Option 1 – Established organisation ie Development Trust	Development Trust - common operating model used elsewhere.	Structure already in place. Experienced asset management. Trusted organisation, local focus.	Capacity and business support / additional resources possibly required to operate marina business. Skills/training gap.
3.	Option 2 – Private sector marina operator / or local marine-related business	ie: Yacht Haven, Clyde Marina etc	Capacity and experience. Known / trusted operator. Established business, customer service level, marketing power etc	Potentially current scoped c50 berths low to generate attractive return for private operator. Reliant on ability to expand. Possibly no onsite presence.
4.	Option 3 – Local constituted group / Association	ie P&HUG -Key project promoters. Constituted group.	Expert-users, local interest. Constituted group not a viable operating vehicle.	Not viable in current potential as limited company.
5.	Option 4 – SCIO / CIC	Create new ie SCIO / CIC	Range of interested parties willing to operate facility by working together. Focused on marina service.	Open to other funding and investment support. No financial history. Training / skills and support required.
6.	Option 4 – Trust Port / Harbour Association	Set up Trust Port / Harbour Association	Trust Port/Harbour Association would control and operate harbour, pier, moorings and new facility.	Transport Scotland links and legislative duties. Big commitment / small group.

Ayrshire Growth Deal Marine Tourism

Transit and Tourist Marinas - examples



Cumbrae Marina

Conclusions:

- Developing a marina on Cumbrae is technically and commercially viable
- Millport Bay is the preferred location for a marina
- Options B1, B2 and B3 are all technically feasible
- Due to the higher costs of B2 and B3, the **Preferred Option is B1** (50 berth marina)
- The Preferred Option could be extended in the future to accommodate additional berths

Cumbrae Marina

- **Recommendations & Next Steps:**
 - Develop a detailed business (commercial) plan with associated economic modelling
 - Environmental Reporting (drawing on Millport CFPS EIA)
 - Geotechnical Reporting (using information from Millport CFPS ground investigations)
- **Assumptions:**
 - That the community will not oppose the scheme
 - That the Millport CFPS breakwaters will deliver the assumed improvement in wave climate
- **Dependencies:**
 - Construction of Millport CFPS
 - Develop viable Operating Model
 - Delivery of OBC & receive funding assurance

Next steps:

- Development of the Cumbrae OBC for submission to AGD early 2023 – NAC
- Work with Crown Estate Scotland to develop stage 3 of the Boat-Based Tourism Fund investment case - NAC
- Continue development of operating model and operator business planning – NAC & Community Group
- Schedule meetings from Dec/Jan onwards with community group to further develop project – NAC & Community Group
- Set-up marina operating workshop - date tbc. Aim for in-person Millport evening workshop to encourage wider attendance.
- Continue to liaise with FPS and harbours teams.