



— NOW WITHIN THE FAMILY OF —
 SAFE HARBOR MARINAS

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September 7, 2017

Dear Pilots Point Marina Members,

This boating season appears to have been more dependent on (wet) weather than past seasons. However, for those of us that work here, it has been just as enjoyable as in past seasons to see our members enjoying time on the water and at the events we have hosted.

Many members are already thinking about winter storage plans as we continue to enjoy the remainder of the summer; enclosed, please find our contracts for the 2017/2018 season. For our year-round customers we once again offer two options for slip payment once winter storage is paid in full by **October 15th**:

- A 10% discount off your 2018 slip is available if both winter and summer fees are paid by October 15th
- You may also choose to make 3 summer slip payments in October 2017, January 2018, and March 2018.

Submitting a contract and the appropriate payment by October 15th will secure the slip of your choice for the 2018 season as per the terms outlined on our summer slip contract.

The enclosed work checklists itemize critical preventative maintenance work, in addition to winterizing. We continue to include commissioning work on the contract and ask for a tentative launch date which will assist us in meeting your expectations next spring.

Our commitment is to provide the best possible experience for you and your family at your full-service marina and we continue to invest in our facility to meet these goals. The cost of doing so continues to rise as do operational costs and we have had to pass on a slight increase in storage and slip prices within the enclosed contracts.

As always if you have any questions, or wish to meet with me in person, please call our offices Monday through Friday from 7:30 am - 5 pm and Saturday from 8 am – noon and we will be happy to assist you.

Thank you for choosing us as your home port. Best regards for the remainder of the season,

Jeremy, Bob and the Brewer Pilots Point crew!

