

KEVIN C. CLARKE
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EXPERIENCE

RHODE ISLAND MARINE SURVERY, LLC. - *Newport, Rhode Island*

Yacht and Commercial Survey and Appraisals / Yacht Projects

SURVEYOR/OWNER - 2003 - Present

Direct yacht and commercial surveys and appraisals. Performing vessel inspections for the purpose of pre purchase, insurance and damage claim, corrosion surveys. Checking for structural defects, electrical integrity, machinery longevity, and hull condition, utilizing NDT (Non Destructive Testing) technologies, such as Thermal Imaging and Ultra Sound. Creating and presenting a customer with concise findings, survey format, and ensuring customer satisfaction. Also provide new purchase, damage claims, and refit surveys.

ACCOMPLISHMENTS:

- *Surveyed 30 foot J-boats to 200 foot steel commercial working tugs; (Damage claims surveys to \$3.5 million reserves).*
- *Refit and new construction management of vessels up to 150 feet.*
- *Surveying aluminum, steel and carbon composite, specialty yachts for extreme conditions.*

NEWPORT SHIPYARD - *Newport, Rhode Island*

Estimate and manage mega-yacht refits.

SENIOR REFIT PROJECT/SERVICE MANAGER - 1999-2003

Managed mega-yacht refits averaging from \$20,000 to \$3 million. Responsibilities included overseeing the painting and finishing department (30 or more employees), estimating projects, scheduling manpower, consulting with owners and captains regarding project specifications and sequencing, researching and purchasing materials, coordinating and overseeing trades, inspecting work, maintaining quality control, ensuring customer satisfaction, and overseeing customer billing and collections. Project and refit management and consultations.

ACCOMPLISHMENTS:

- *Sold and managed several million dollars in meg-yacht refit work.*
- *Motivated shipyard to remove existing permanent building and purchase a movable refit shed to accommodate larger refits and maximize the yard's efficiency with the available ground space.*
- *Successfully painted large yachts in temporary sheds with excellent results.*

INTERMARINE SAVANNAH - *Savannah, Georgia*

Yacht Refit, Estimating and Sales

SENIOR REFIT PROJECT/SERVICE MANAGER - 1997-1999

Organized and scrutinized estimates & contractual interpretations of major refit projects. Responsibilities included surveying conditions and problems of mega-yachts, creating bids, estimates, and proposal packages for refit projects, scheduling and supervising up to 80 or more individuals, ensuring proper staffing levels and meeting deadlines.

ACCOMPLISHMENTS:

- *Managed approximately \$6-\$7 million in refit and service revenue over 24 months, for yacht and commercial vessels.*
- *Oversaw refits for 70 to 315-foot yachts with individual projects averaging from \$400,000 to \$1.3 million.*

ACCOMPLISHMENTS, Cont'd:

- *Instrumental in streamlining computer updates that resulted in more efficient quoting, along with time and material tracking.*
- *Headed up refits on some of the largest yachts, as well as the largest private yacht in America at the time. Handled up to three mega-yacht projects simultaneously*
- *Instrumental in implementing hurricane preparedness procedures.*
- *Enhanced cohesion among the commercial and yacht trades people thru seminars.*

NORWALK COVE MARINA – Norwalk, Connecticut

PROJECT/SERVICE MANAGER - 1990-1998

Managed mega-yacht refits averaging in cost from \$20,000 to \$1.5 million. Responsibilities included overseeing painting and carpentry departments (20 or more employees), estimating projects, scheduling manpower, consulting with owners and captains regarding project specifications and sequencing, researching and purchasing materials, coordinating and overseeing trades, inspecting work to maintain quality control, ensuring customer satisfaction, and overseeing customer billing. Project and refit management and consultations.

ACCOMPLISHMENTS:

- *Dramatically increased revenues through implementation of real time and billing system.*
- *Increased revenues through an addition of a separate refit and repair division within a 500-ship marina.*
- *Successfully bid, won, and completed 12 Coast Guard refits; ranging from a 40-foot patrol boat to many full refits of the 65-foot ice breakers.*
- *Increased Coast Guard boat refit profitability from 16% to 50%.*
- *Engineered, designed, and managed construction of a 63-foot Burger fly bridge and completed many other refits ranging from 40-foot sailboats to 100-foot steel, aluminum and fiberglass major modifications.*
- *Co-designed and managed the task of building the mega-yacht docks.*

DEREKTOR SHIPYARD - Mamaroneck, New York

SERVICE COORDINATOR - 1985-1990

Responsibilities included scheduling of overall service projects, haul outs, and winterizing. Performed surveys on every winter storage boat, created work orders, and scheduled winter service work; to include overseeing paint jobs, deck layouts, sunken vessel rehabilitation, and major aluminum and steel refits.

ACCOMPLISHMENTS:

- *Managed several major refits from working tugs to high speed mega-yachts and all out racing sail yachts.*
- *Was instrumental in assisting various faring companies with the development and application of their products for the company's new builds and refits.*
- *Through experience, learned the sequence of assessing and assembling all the necessary information that any particular refit might entail. This allowed the refit to flow in the most efficient manner considering manpower, time, and equipment available.*
- *The youngest service manager at Derektor's, Mamaroneck.*

CSY YACHT CHARTERS - St. Vincent, West Indies

Charter Sales

OPERATIONS MANAGER - 1983-1985

Directed charter activities for a 30-vessel fleet of sailboats and a crew of 35. Delivered 10 of the new sail boats from the factory in Tampa, to St Vincent. Refitted several boats leaving the fleet to go back to private ownership. Managed the only 20 room, "air conditioned" hotel on the island at the time.

ADDITIONAL ACTIVITIES/INTERESTS

Refit seven personally owned sailboats and lived aboard 18 years. Sailed well over 70,000 miles in offshore races, ocean crossings, and island cruising. Completed the build of my personally owned custom 49-foot aluminum sail yacht designed by John Carija and sailed the Caribbean for one year after completion. Familiar and experienced with most ship and yacht yard equipment and machinery. I have enjoyed every aspect of the yachting business from marina dock layouts to 300 foot refits, to surveying all types of boats, commercial and pleasure.

EDUCATION

UNIVERSITY OF TEXAS AT ODESSA, Odessa, Texas

Associates

SCIENCE/GEOLOGY, Department of Petroleum *Engineering*

ADDITIONAL TRAINING

Numerous IBEX and other industry related workshops, conventions, and seminars in the marine industry
Marine Surveying for Professionals by Paul Coble; attended for two consecutive years of workshops and seminars

Steel and aluminum welding training

Over 20 ABYC schools and seminars - electrical, systems, standards etc.

Survey schools on both the East & West coasts: covering wood, steel, aluminum and composite boat surveying

Abaris aeronautic composite course for surveyors

Hellier NDT School for UT Level I

PROFESSIONAL MEMBERSHIPS & AFFILIATIONS

ABYC - American Boat and Yacht Council

ABBRA – American Boat Builders and Repairs Association, Inc.

IAMI - International Association of Marine Investigators, Inc.

SAMS (7 Years) - Society of American Marine Surveyors

NFPA - National Fire Protection Association

NACE - National Association of Corrosion Engineers

NOTABLE REFITS

These are a few of the major refits I have managed during my career:

- FLUERTJE:** A 1963 200' steel three masted schooner, built in Germany. Four month refit. Rebuilding the wood masts and a major galley upgrade. Refit value: \$900,000.00
- AVIVA:** A 1998 205' Tri-Deck Fed ship. Three and a half month full paint job, refit. Refit value: \$1,250,000.00
- LIMITLESS:** A 1998 315' Lurssen. Four month refit. The first major refit after the new build, which included a major redesign of the large generator room. Refit value: \$1,300,000.00
- FREDRICKSTAD:** A 1960 Norwegian Sea rescue vessel, conversion to yacht. Three and half month refit. Complete stripping of all exterior coatings, prime, fill, fair and complete finish paint. Refit value: \$1,000,000
- ESCAPE:** A 1997 120' Wind ship motor yacht. Three and half month refit. Refit value: \$400,000
- PERFECT PERSUASION:** A 1997 160' Oceanfast, motor yacht. Four month refit. Major propulsion and mechanical refit including the installation of hydraulic fit tapered prop shafts. Refit Value: \$1,500,000
- KNICKERBOCKER:** A 1989 126' Palmer Johnson sailing vessel. Full paint job and interior carpentry work. Five month refit. Refit value: \$800,000
- KEEWAYDIN:** A 1995 110' Palmer Johnson sailing vessel. Full paint job and electronics refit. Six month refit. Refit value: \$900,000
- ARIA:** A 1980's vintage 87' Palmer Johnson sailing vessel. Five month refit. Refit value: \$900,000
- MAGARITE:** A 2000 90' Vitter's sailing vessel. Three month refit. Refit value: \$400,000
- AMNERIS:** A 1990's vintage 68' sailing vessel. Two and a half month refit. Refit value: \$400,000
- CHEROSA:** A 1999 150' Swiftship motor yacht. Major piping and plumbing refit. Three month refit. Refit value: \$950,000
- ARRIVA II:** A 1990's vintage Broward motor yacht. Full paint job and all new cap rails. Two month refit. Refit value: \$500,000
- SCARAMUCHE:** A 1975 54' Palmer Johnson sailing vessel. Complete redesign of aft cockpit and full paint. Six month refit. Refit value: \$275,000
- ENCHANTA:** A 1953 70' Abeking, custom Steel Sail Yacht. Full paint job after major steel replacement of most of the bow area including the custom installation of a stainless steel stem.
- TAHOMA:** 270' Coast Guard cutter. Major propulsion rehab of oil bath bearings and shafting. One month yard period. In the Savannah River graving dock.