

**KEVIN C. CLARKE**

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**EDUCATION:**

**BS, UNIVERSITY OF TEXAS AT ODESSA, Odessa, Texas**  
**SCIENCE/GEOLOGY, Department of Petroleum Engineering**

**LICENSES:**

Captains License  
Divers License

**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 Workshops/Seminars  
Steel and Aluminum Welding Training  
Several ABYC schools and seminars  
Survey schools on both East coast & West coasts: covering wood, steel, aluminum and composite boat surveying

**PROFESSIONAL MEMBERSHIPS & AFFILIATIONS:**

American Boat and Yacht Council  
American Boat Builders and Repairs Association, Inc.  
International Association of Marine Investigators, Inc.  
National Fire Protection Association

**EXPERIENCE:**

**RHODE ISLAND MARINE SURVERY, LLC.**

Yacht and Commercial Survey and Appraisals/Project Surveys

**SURVEYOR/OWNER 2002-Present**

Direct yacht and commercial surveys and appraisals. Responsibilities include: Inspecting vessels, checking for blistering osmosis and corrosion problems, structural defects, electrical and machinery problems, hull condition, paint and hardware conditions, steering systems; performing total rigging and underwater surveys as needed; creating and presenting a customer with a concise finding Survey Format, ensuring customer satisfaction. New purchase, damage claims, and refit surveys.

**ACCOMPLISHMENTS:**

- ***Surveyed 30 foot J-boats to 200 foot steel commercial working tugs; (damage claims surveys to \$1.5 million).***
- ***Refit and New construction management of vessels up to 150 feet.***
- ***Surveying aluminum and steel specialty yachts for extreme conditions.***

**NEWPORT SHIPYARD, Newport, Rhode Island**

Sell Refit and Repair Projects

**SENIOR REFIT PROJECT/SERVICE MANAGER 1999-2002**

Managed mega yacht refits averaging \$20,000 to \$3 million. Responsibilities included; overseeing Painting and Finishing Department (up to 30 employees); estimating projects; scheduling manpower; consulting with owner/captain regarding project specifications and sequencing; researching and purchasing materials; coordinating and overseeing trades; inspecting work; maintaining quality control; ensuring customer satisfaction; overseeing customer billing; collections. Project and refit management and consultations.

***ACCOMPLISHMENTS:***

- ***Sold and managed several million dollars in mega 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 contractual interpretations of major refit projects. Duties included; surveying conditions and problems of mega yachts; creating bids and proposal packages for refit projects; scheduling and supervising up to 30 individuals; ensuring proper staffing levels and meeting deadlines.

***ACCOMPLISHMENTS:***

- ***Managed approximately \$6-\$7 million in refit and service revenue over 24 months, yacht and commercial vessels.***
- ***Oversaw refits from 70 to 315-foot yachts with individual projects averaging from \$400,000 to \$1.3 million.***
- ***Instrumental in streamlining computer updating, resulting in efficient quote, time and material tracking.***
- ***Headed refits on some of the largest yachts, as well as the largest private yacht in America.***
- ***Handling 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**

Refit and Service

**PROJECT/SERVICE MANAGER 1990-1997**

Responsibilities same as above.

**ACCOMPLISHMENTS:**

- *Dramatically increased revenues through implementation of real time and billing system.*
- *Increased revenues through additional of separate Refit and Repair Division of a 500-ship marina.*
- *Successfully bid, won and completed 12 Coast Guard refits and projects ranging from a 40-foot patrol boat to a 65-foot ice breaker.*
- *Increased Coast Guard boat refit profitability from 16% to 50%.*
- *Engineered designed and managed construction of a 63-foot Burger fly bridge; completed 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 1985-1989**

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

**ACCOMPLISHMENTS:**

- *Managed several major refits from working tugs to high speed mega yacht race boats.*
- *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. Allowing 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-boat fleet of sailboats and a crew of 35. Refitted several boats leaving fleet.

**ADDITIONAL ACTIVITIES/INTERESTS:**

Refit seven personally owned sailboats; lived aboard 18 years. Sailed 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.

## Notable Refits

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

<b>FLUERTJE</b>	A 1963 200' steel three masted schooner, built in Germany. Four month refit. Refit value: \$500,000
<b>AVIVA</b>	A 1998 205' Fedship. Three and a half month refit. Refit value: \$650,000
<b>LIMITLESS</b>	A 1998 315' Lurssen. Four month refit. Refit value: \$1,300,000.
<b>FREDRICKSTAD</b>	A 1960 Norwegian sea rescue vessel conversion to yacht. Three and half month refit. Refit value: \$1,000,000.
<b>ESCAPE</b>	A 1997 120' Windship motor yacht. Three and half month refit. Refit value: \$400,000.
<b>PERFECT PERSUASION</b>	A 1997 160' Oceanfast motor yacht. Four month refit. Refit Value: \$500,000.
<b>KNICKERBOCKER</b>	A 1989 126' Palmer Johnson sailing vessel. Five month refit. Refit value: \$800,000.
<b>KEEWAYDIN</b>	A 1995 110' Palmer Johnson sailing vessel. Six month refit. Refit value: \$900,000.
<b>ARIA</b>	A 1980's vintage 87' Palmer Johnson sailing vessel. Five month refit. Refit value: \$900,000.
<b>MAGARITE</b>	A 2000 90' Vitters sailing vessel. Three month refit. Refit value: \$300,000.
<b>AMNERIS</b>	A 1990's vintage 68' sailing vessel. Two and a half month refit. Refit value: \$300,000.
<b>CHEROSA</b>	A 1999 150' Swiftship motor yacht. Three month refit. Refit value: \$750,000.
<b>ARRIVA II</b>	A 1990's vintage Broward motor yacht. Two month refit. Refit value: \$300,000.
<b>SCARAMUCHE</b>	A 1975 54' Palmer Johnson sailing vessel. Six month refit. Refit value: \$275,000.
<b>ENCHANTA</b>	A 1953 70' Abeking & Rasmussen sailing vessel. Two month refit. Refit value: \$175,000.