

**TENACITY****PICTON MARINA SUB-LEASE DEPUTATION****PARTNERSHIP**

Every strong partnership is formed through open & clear communication. It is with this in mind that maintaining communication with council and key staff about the wants / needs of the community & municipality when it comes to marina operations is important.

SOLUTIONS

Complex problems require creative & collaborative solutions, Tenacity Capital is seeking the support of the Municipality to ratify the sub-lease that will form a partnership to manage and improve the operations of the boat launch.

REVITALIZATION

The current financial state of the municipality represents a problem when it comes to increasing the services of the boat launches and enhancing the waterfront for public access. The costs associated with maintaining the boat launches and waterfront should not come at the burden of the taxpayer, as the municipality must focus on core infrastructure / essential services. Tenacity Capital will fully finance the revitalization of the harbour operations.

STEWARDSHIP

Partnerships require a strong commitment from all involved, and when a shared vision is realized and a plan to work in concert is established, the true power of the public-private model is showcased. Tenacity Capital will operate on the property in consultation with Quinte Conservation to ensure public access to the shoreline is optimized and enhanced with pedestrian amenities that reflect the vibrancy of the waterfront while respecting the natural habitat through lighting, seating, signage, and environmental preservation measures as guided and governed by Quinte Conservation.

CONNECTIVITY

Improving the marina and waterfront creates connectivity; connectivity to commerce with new jobs, and connectivity to community through enhanced public access.

LEADERSHIP

The leadership team have exemplified best in breed practices throughout this process over the past 11 months. I want to recognize the efforts of Todd Davis and Emily Cowan who have been instrumental in working through all of the moving parts. They continue to go above & beyond and have represented the municipality and the community as consummate professionals that truly care about what they do each & every day.