



March-April 2020

TEOS MARINA E-GAZETE



Women's Works of Art Exhibited on Women's Day

Last Fair, Last Call

Quarantine Days



Works of Arts Came to Life in Women's Hands

Organized in cooperation with the Association for Supporting Contemporary Life and Teos Marina, the International Women's Day Exhibition opened with the participation of Seferihisar Mayor İsmail Yetişkin in Teos Marina Cultural Center Art Gallery on March 8, International Women's Day. Türkan Saylan was also mentioned in the exhibition. Ceramic works and photographs of women artists were exhibited for 1 week.



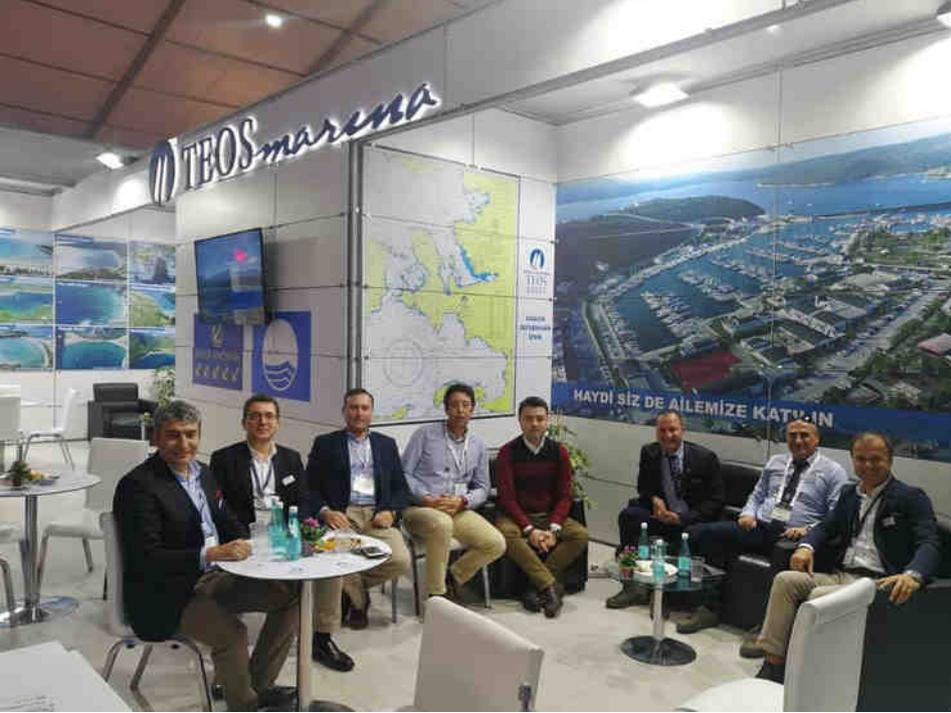
Last Call of the Last Fair of the Year at Tuzla Boat Show



In our booth at Tuzla Boat Show which is the second boat and maritime fair held after the CNR Eurasia Boat Show in Istanbul, we fulfilled our longing for our guests as well as introduced our region to the yachts we have never met.

We talked about the marina, the beautiful Sigacik and the untouched bays in the vicinity, accompanied by sun-dried tangerine and coffee. We also mentioned that it's never too late to join in Teos Marina Family.

Approaching the last days of the fair, the managers of Teos, Viaport, D Marin and Setur Marinas came together at the Teos Marina booth and evaluated the sector and the agenda overall. The close communication and friendship of marina sector representatives showed up once again.



In the raffle held on the last day of the fair among the boat owners who visited our booth during the fair, Burak Yabacı, the owner of the sailboat Lacivert won 50% discount; Hakan Çoker, the owner of the sailboat Daphne won 25% discount and Levent Demir, the owner of the sailing boat Zuzu won 15% discount on their annual moorings.

Marinas in Quarantine Days

Teos Marina General Manager Faruk Günlü evaluated the marina sector in quarantine days for Coastguide (www.coastguidetr.com) web site edited by Levent Çelmen:

“I think nobody was expecting the coronavirus outbreak called Covid 19 to become such a pandemic that would spread to the whole world. However, we first started to experience its effects during Düsseldorf Boat Show. Although we saw the partial effects on CNR Boat Show, almost no visitors came to Tuzla Boat Show, especially to the second half of it. Of course, it’s not too difficult to foresee some effects. Making a situation assessment, we out the possible scenarios on the table and started taking precautions.



Teos Marina is a marina that lives in four seasons. Boat owners come to their botas on the weekend even in December or January. They enjoy the day either on their boats in the marina or they break out a sail. There are even boat owners who lives aboard both in summer and winter. Due to the coronavirus, there was a significant decline in this

case, especially in March. Our guests out of İzmir cannot come to our marina due to the travel restrictions.

We called them not to come to the marina by making certain that we can do the Front Office operations online. I can say that this call is a measure taken to protect both our staff and our customers against the virus.

However, by April, our yachters especially coming from İzmir region started to come to our marina much more than previous years. We started to experience the boat traffic in April, which we usually see in May or June.

Within the scope of the measures taken against Covid-19 virus, Teos Marina continues its disinfection processes in closed areas, shower and toilet units. Our staff use protective materials, keeping social and physical distances, taking precautions and keeping giving service without a cease.

Long before intercity travel was banned, Teos Marina had called its yachters to “STAY HOME” both by e-mail and social media to make a contribution to prevention of the spread of the virus.

Also, entries and exits are arranged as one guest per employee at the front office. Face-to-face contact and document exchange are minimized by making the the front office operations such as making reservation, drawing up contract and payment transactions all online.



For our guests who are far away, we kindly request that they stay in their homes, and not to leave the marina for those who live on the boat in our marina.

As a marina known for its very active cultural and social activities, we had to cancel or postpone most of our planned activities due to the recent developments. Our tenants in marina's shopping area must be closed during these chirping spring days, on the other hand. We hope that healthy days are not too far from our tenants and yachtsmen.

On the positive side, lifting and launching activities are safely being carried out at Teos Marina. And also, it is easier for us to manage the work load, since some of the maintenance and repairs that are accumulated in March and April every year are postponed to a time down the line.

All of the technical workshops operating in the dry dock area, yacht market and laundry keep giving service. The maintenance of the boats on land goes on. Those repaired and maintained are launched into the sea and moored safely. Boat owners do not actually need to be on their boats during the maintenance. The instructions of the boat owners are evaluated through communication in a remote mail environment, and all processes are shared with them by sharing photos and videos with them.

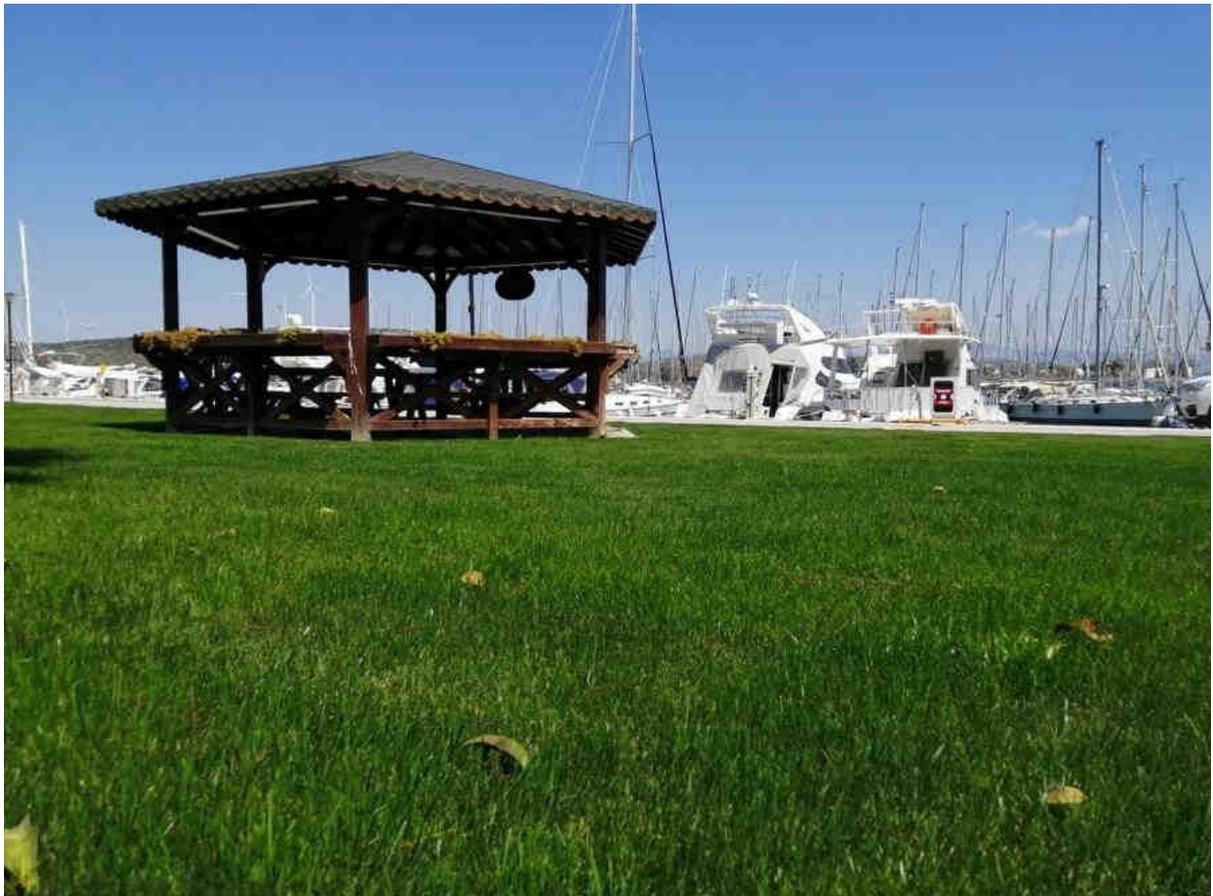
In addition to these, landscaping, renovation and adornment works are carried out in our field on these stagnant days. We are happy that we did not disturb our marina residents much with the noise and dust generated during this period. In a sense, as a team, we have full motivation and preparation for the season.

When these dark clouds are dispersed and our marina residents come to the marina, new areas of pleasure and comfort will have been added, and they will encounter a much more beautiful marina environment.

We are excited to come together with our yachters again.

We observe that the tourism sector has suffered a great deal with what is happening worldwide.

This year will be a very challenging period for all hotels and restaurants. It is also obvious that various sectors will suffer, apart from these. The marinas,



of course, have lost income and they will keep losing. But I want to be prepared for bad scenarios and want to be optimistic.

Once we overcome this fear environment, we will embrace the climate and geography that surrounds us and our freedom and live them with even more enthusiasm. I believe the good days are coming soon.

In the meantime, we expect commercial enterprises to heal their wounds. First of all, small businesses should be kept alive. The wheels of the economy must kept turning. The state should take steps to give confidence to all segments of the country. The state should also contribute to income losses in all sectors.

For example, instead of a fixed lease taken from the marinas, the state should demand a lease according to their endorsement realized throughout the year. It shouldn't get the full rent in some circumstances. Or it may apply a certain rate of rental discount for this year especially and apply the same rate to yacht owners as a rule maker and supervisor, so that this support of the state can be reflected in other segments. As Teos Marina, we will eliminate our losses by our own means, and we are ready to reflect the help coming from our government to our yacht owners and tenants.

Commercial life has stopped in the shopping areas of the marinas. The government should share the losses, the rents and taxes that the tradespeople have to pay to the marinas.

In marinas operated with the build-operate-transfer model, the lease of each year is fixed with the contracts paid in January in advance, and the decision on 3-month-delay in payment for those who make between 3 March and 30 June doesn't seem much realistic. And also, since the services in the marinas continue without a cease, benefiting from short-time working allowances is quite out of the question. Since



the operations of the company continue, it is not possible to postpone VAT, Tax declaration and SGK payments. In short, it is out of question for the government to benefit from any support package announced so far. Measures that will cover the losses of all sectors and employees must be taken urgently. Otherwise, the wounds will become deeper and the treatment will be much more difficult. I wish that these dark clouds over the world will be dispersed as soon as possible and everyone will meet the blues on sunny days."

What We Did When You Stayed Home

During the quarantine days, we planted chains into the sea as if we sowed wheat in the ground in order to provide you with better service. We have renewed the vault chains of the whole marina. We renewed the road markings. We renewed the children's playground and its surroundings. Landscape arrangements and a new bridge were built on the canal in the bazaar. The old bridge, on the other hand, was scaled up so that all boats in the channel could easily pass under it. In addition, shower doors in sanitary units were made watertight. Tennis court ground was renewed.

Our veteran shiphead-shaped car park security hut will turn into a beautiful bar at Lighthouse Pool & Pub. Along with the newly built security cabin at the car park entrance, the license plate recognition system will start operating at the vehicle entrances. Our yachts will be able to enter and exit without stopping with the plates defined in the system in advance. Announcement regarding the working principles of the new system will be made soon.

We are excited to meet you very soon. There are also some other new comfort areas that we have prepared for you. This summer will be very nice ... Until we meet again, you can get all of our services such as reservation, contract, payment, etc. online. Our contact information is info@teosmarina.com and +90 232 745 80 80.



International Clubs are Represented in Teos



As an honorary member of many international yachting and maritime clubs and representative of the Izmir region, Teos Marina General Manager Faruk Günlü also undertook the Izmir Region Representative of the Little Ship Club yacht club, headquartered in London, the capital of England.

Apart from the Little Ship Club, which has thousands of members interested in yachting worldwide, the UK-based Cruising Association; Germany-based Trans Ocean and Kreuzer Abteilung clubs and Swedish-based Swedish Cruising Association club are also

represented in the Izmir region with the honorary membership of Faruk Günlü. He advises seafarers, who are members of these associations, on legal regulations, maintenance and repair facilities, places to visit, health facilities and provides safe navigation support in the region.

Participating in international maritime Teos Marina invites all yachters who travel to sea in various parts of the world to see Sığacık. Teos Marina General Manager Faruk Günlü who also attended the events, meetings and meals of foreign yacht clubs, said, "More yachts come to our country as we keep the relations warm. We offer members of our region information support regarding their cruise and an opportunity to moor with good deals."

A Sweet Rush On the Dry Dock Area

The summer season has come, and little time is left for the beautiful days when the outbreak will end. There is a workload density on the dry dock area, preparing the boats for the season. Together with the recently opened ones, the maintenance and repair works at all technical workshops are continuing without pausing. Since the works done by our technical workshops are highly appreciated, we observe that boats are coming to our field even from Göcek, Marmaris and Bodrum regions. We wish you happy and healthy days to enjoy our marina and cruise freely.



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