



SANTO STEFANO DI CAMASTRA

MARINA BAY PROJECT AND INVESTMENTS



LOCATION



SICILY: The Hub Of The Mediterranean Sea Since Phoenicians, Greeks And Romans

FLIGHT DURATION FROM ROME/PALERMO:

ROME	1,06 H
MILAN	1,38 H
VENICE	1,38 H
ZURICH	1,50 H
PARIS	2,25 H
DOHA	6,50 H
MADRID	2,25 H
ATHENS	2,10 H
DUBAI	5,50 H
INSTAMBUL	2,30 H
TUNIS	1,00 H
CAIRO	3,30 H
MALTA	0,46 H

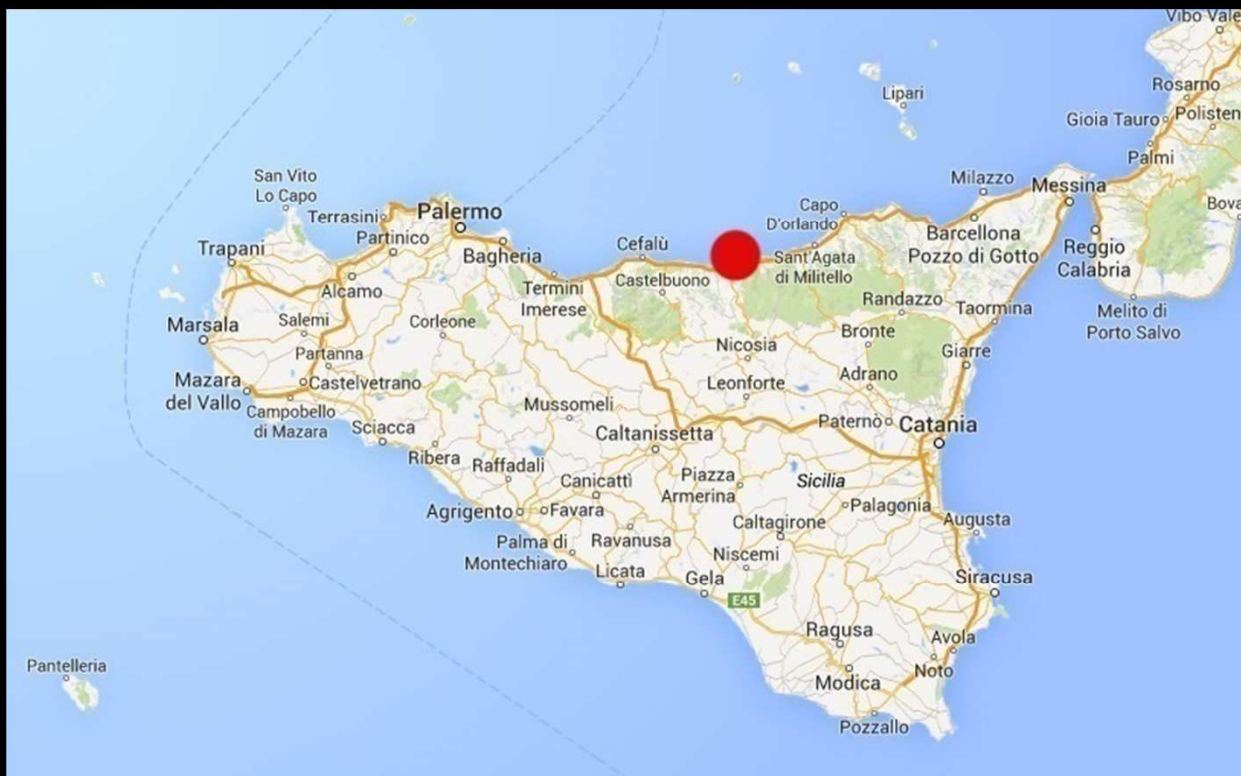


The North Coast Of Sicily In
Front Of The Aeolian Islands

NAUTICALS MILES FROM MARINA OF SANTO STEFANO DI CAMASTRA TO:

AEOLIAN	30
USTICA	68
SALERNO	159
CAPRI	150
ISCHIA	160
SARDINIA	230
CEFALÙ	16
CAPO D'ORLANDO	20
MILAZZO	50
PALERMO	47

SANTO STEFANO DI CAMASTRA



KILOMETRES FROM SANTO STEFANO DI CAMASTRA TO:

PALERMO	100
CATANIA	211
MESSINA	132
AGRIGENTO	183
SIRACUSA	260
RAGUSA	248



SANTO STEFANO DI CAMASTRA



KNOWN ALL OVER THE WORLD FOR ITS ART, CULTURE AND TYPICAL POTTERY. THE CERAMIC OF SANTO STEFANO DI CAMASTRA BOASTS A RICH REPERTOIRE OF FORMS, SHAPES AND COLORS, WHOSE BRILLIANCE AND BRIGHTNESS, USED WITH THE TYPICAL DECORATIVE MOTIFS, MAKE IT EASILY RECOGNIZABLE WORK BY ESTABLISHING A STRONG LINK BETWEEN THE OBJECTS AND THE AREAS THEY COME FROM.





A RHOMBUS SQUARE IN SANTO STEFANO
AN URBAN DESIGN ATTRIBUTED TO THE
MILITARY ENGINEERING

THE CITY WAS SETTLED IN 1683 BY THE WILL OF
DUKE CAMASTRA AND PRINCESS MARIA GOMEZ
DE SILVERA.

L. PIRANDELLO – LA GIARA - « ... FORESEEING
THAT THE FIVE OLD GLAZED CERAMIC JARS STORED
IN HIS CELLAR WOULDN'T BE ENOUGH TO HOLD ALL
THE OLIVE OIL FROM THE NEW HARVEST, HAD
ALREADY ORDERED A SIXTH BIGGER ONE FROM
SANTO STEFANO DI CAMASTRA, WHERE THEY MADE
THEM ... »



IT IS IMPOSSIBLE TO DESCRIBE THE BEAUTY OF
THE SANTO STEFANO CERAMICS...
YOU HAVE TO SEE THEM ALL!



WHAT IS AROUND

CEFALU'



16 Nautical Miles

It is one of the most beautiful villages of Italy, it is a city in the Province of Palermo, located on the northern coast of Sicily, on the Tyrrhenian Sea about 70 kilometres east of the provincial capital and 35 kilometres from S. Stefano. The town's fortifications formerly extended to the shore, on the side where the modern town now is, in the form of two long walls protecting the port.

USTICA



68 Nautical Miles

is a small island, about 9 kilometres across, situated 52 kilometres north of Palermo, Italy in the Tyrrhenian Sea. The island was settled in 1982 and is particularly known for scuba diving, with diving schools established on the island. Recreational divers are attracted by the relatively deep dives, which are a feature of the island's volcanic geology. The island is characterized by reduced sources of water, and the vegetation is consequently scarce. The coast has numerous rocks and grottoes.

AEOLIAN ISLANDS



30 Nautical Miles

The main 7 islands are a volcanic archipelago in the Tyrrhenian Sea north of Sicily, named after the demigod of the winds Aeolus. The locals residing on the islands are known as Aeolians (Italian: Eoliani). The Aeolian Islands are listed by UNESCO as World Heritage Sites.

WHAT IS AROUND

MISTRETTA



17 km

Is a municipality in the Province of Messina in Sicily, located about 90 kilometres east of Palermo and about 110 kilometres west of Messina.

Some legends say that this city was settled by Cyclopes but scientists say that it was settled by Phoenicians. The city extends accross a beautiful Nebrodi Park. For its position it is usually called "The Nebrodi Saddle" and is rich of architecture and sculptures.

NEBRODI'S PARK



4 km

Nebrodi is a mountain range that runs along the north east of Sicily.

The park lies in the highland of the Nebrodi Mountain.

On 4 August 1993 large areas of the Nebrodi Mountains were made into national parkland. The park covers 856.87 km². It touches on many of the municipalities in the mountains and is one of the largest protected parks in Sicily.



It extends accross three municipalities: Messina, Catania and Enna, with the height of a few tens of metres above sea level, to reach the maximum height of 1.847 meters with "Monte Soro". The woods covering it represent one of the biggest parks of Europe and the largest protected area of Sicily, with an extension of over 85.000 hectares

WHAT IS AROUND

"FIUMARA D'ARTE" FOUNDATION by ANTONIO PRESTI

World's Biggest Sculpture and Land Art Park

The Fiumara d'Arte is an outdoor museum of large sculptures scattered over a vast territory between Castel di Tusa, Santo Stefano di Camastra, and Mistretta. Positioned along the bed of a stream, la fiumara (the torrent), on a mountain or on a beach, these colourful sculptures trigger poetic interactions with nature and the landscape. They were desired, implemented and funded by Antonio Presti, a manufacturer of Castel di Tusa and a big art lover. These works have been threatened to be demolished due to a series of legal and administrative proceedings that challenged the planning lawfulness, but a mobilization of citizens and national parliamentaries and the final court decision, averted this danger. The challenge of Presti, launched at the same time to authors and users, is to broaden the scope of the art to compare it with the man vital functions and donate it to an intimate enjoyment. The sculptures were designed by famous international artists among which, Mauro Staccioli

WITH THE FOUNDATION HAS BEEN SIGNED THE AGREEMENT FOR DESIGNING AND PROJECTING THE MARINA BAY AS A TRUE ART-WORK!



AEOLIAN ISLAND

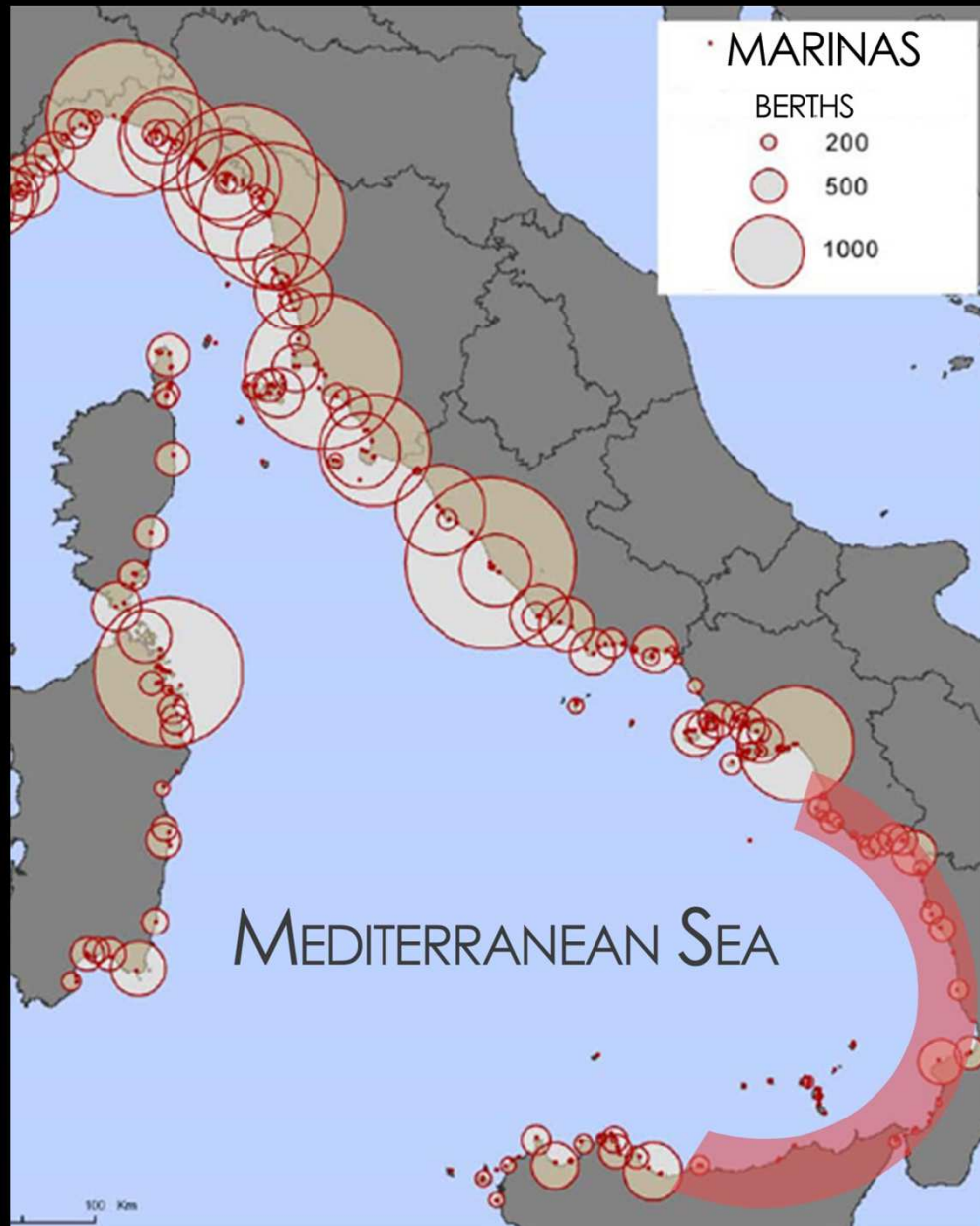


NEBRODI'S PARK



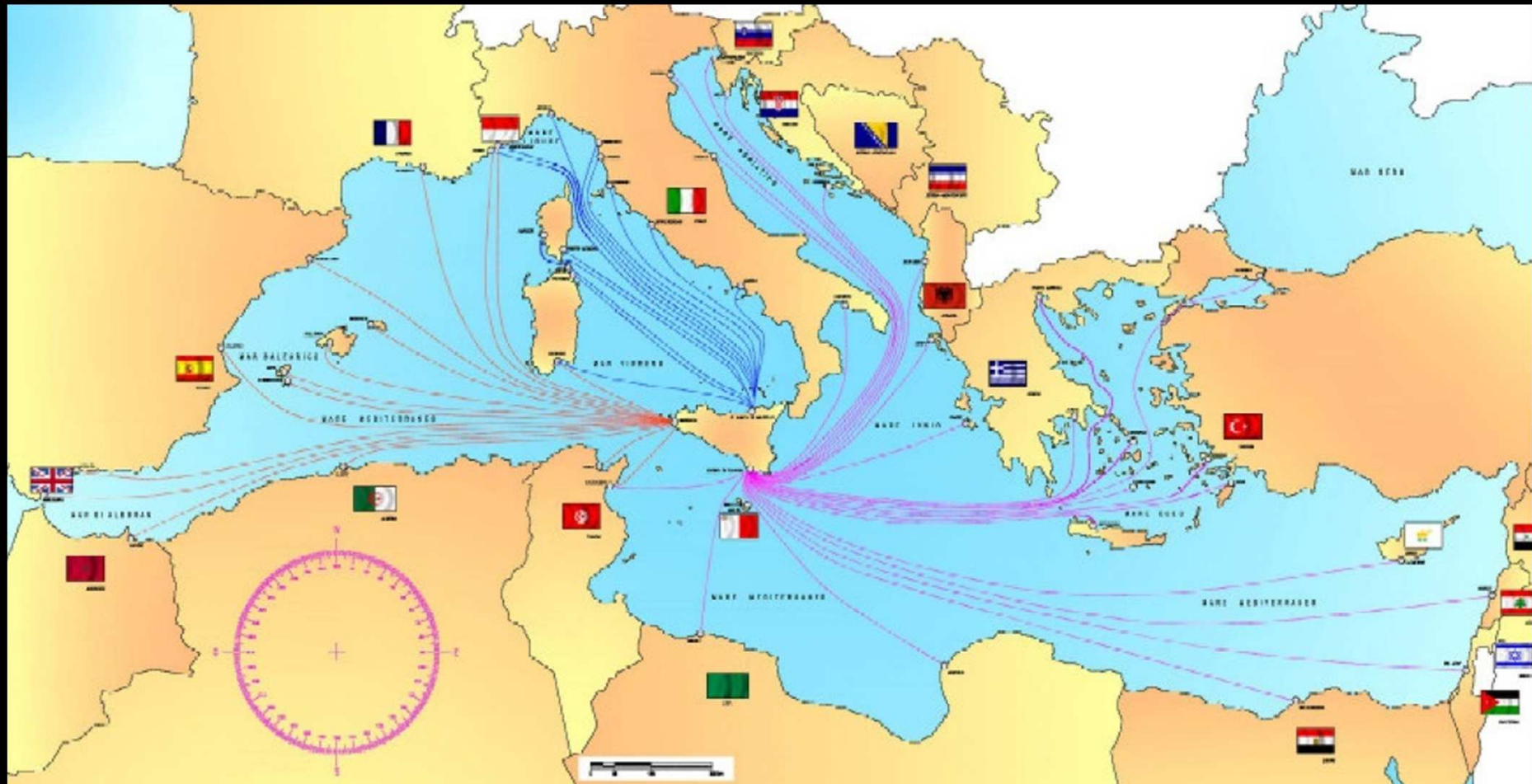
FIUMARA D'ARTE





WHY BUILD THE
MARINA BAY IN
SANTO STEFANO DI
CAMASTRA?

A REGIONAL PORT PLAN AND SYSTEM FOR THE MARINA BAY OF SANTO STEFANO DI CAMASTRA





THE MARINA OF SANTO STEFANO DI CAMASTRA

... AN AGREEMENT BETWEEN THE
«FIUMARA D'ARTE» FOUNDATION,
NEBRODI'S PARK, REGIONAL ASSEMBLY
BOARD, DEPARTMENT OF
ENVIRONMENTAL AFFAIRS AND
DEPARTMENT OF INDUSTRY...





NUMBER OF BERTHS: 750

CONCERNED SURFACE: 199.331 SQ.M.;

OVERALL COST: 63 MILLIONS OF EUROS ;

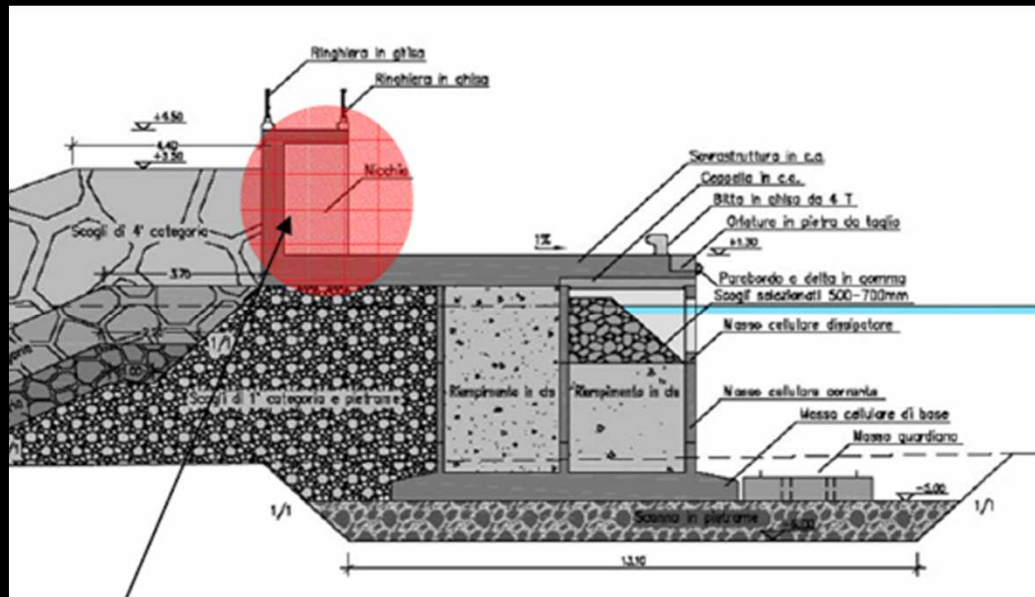
SOURCE OF FUNDING: PRIVATE CAPITALS;

DURATION OF THE GRANT: 50 YEARS;

Quay construction / destination	Covered surface – sq.m.	Number of floors	Volume - Mc	Maximum height Ml
Club House – Restaurant – Marina services	850	2	5.950	9,00
Commercial Building Sector	1.160	2	12.180	7,50
Private Housing Estate and Parking	1.535	2	11.512	7,50
Changing rooms – Sport facilities	115	1	345	3,00
Marine authority	400	2	2.800	7,00
Boat storage	650	1	4.875	7,50
Box office	18	1	54	3,00
Restrooms – H1	99	1	297	3,00
Restrooms – H2	176	1	528	3,00
Restrooms – H3	12	1	36	3,00
Parking	6.700	-----	-----	-----
Garden	4.400	-----	-----	-----



- 1) THE MAIN PIER IS LOCATED IN THE OUTER BASE OF BREAKWATER;
- 2) THE RESIDENTIAL AND COMMERCIAL BUILDING IS LOCATED JUST BEFORE THE QUAY;
- 3) THE SLIPWAYS AND THE WAREHOUSES OF THE WORKSHOPS ARE LOCATED IN THE BASE OF THE UNDER-BILLOW PIER



DOCKS

SPECIAL STONES
CLADDING
(MISTRETTA STONE)

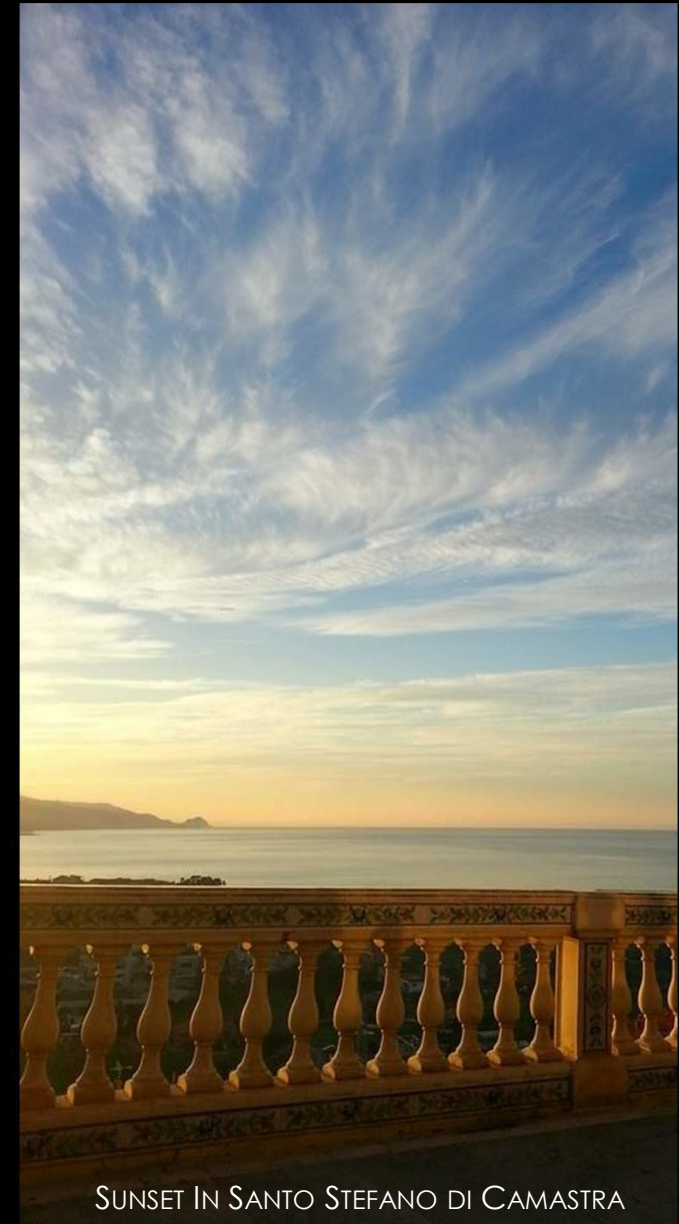


EXAMPLE OF MARINAS'S DOCKS



OFFERED SERVICES

PRINCIPAL SERVICES	DOCKING RENTAL
	BERTHS RENTAL
	ACCOMMODATION/BOARD
	FOOD COURTS
	BOAT LAUNCHING AND HAULING
	BOAT STORAGE
	FUEL DISTRIBUTOR
	STORAGE FACILITIES
	REFRESHMENT STANDS AND OTHERS
ADDITIONAL SERVICES	SAILING SCHOOL
	WATER SPORT CENTER
	EVENTS AND SPORT FEATURES, FUN AND GAMES
	TOURIST ATTRACTIONS
	YACHT SAILBOATS RENTAL AND CATAMARAN CHARTER
	TOURIST RESORT SERVICES



SUNSET IN SANTO STEFANO DI CAMASTRA

EXPECTED ANNUAL OVERHEAD

PERSONNEL COSTS € 1.250.000,00

STATE-OWNED FEE € 300.000,00

SERVICES: CONSUMPTION,
MAINTENANCE ETC. € 1.582.800,00

AMORTIZATION € 1.650.000,00

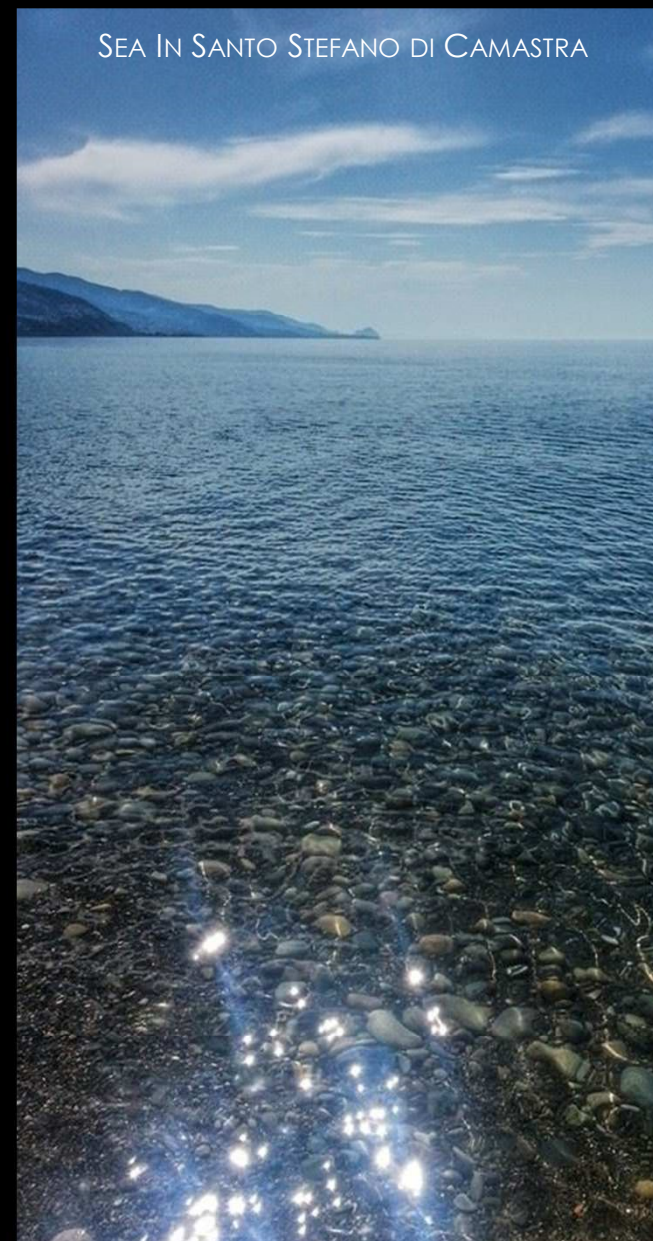
TOTAL PRODUCTION COSTS € 4.782.800,00

FINANCIAL BURDENS € 400.000,00

INCOME TAXES € 1.586,575,16

TOTAL € 6.769.375,16

SEA IN SANTO STEFANO DI CAMASTRA



EXPECTED ANNUAL INCOME

ANNUAL USE OF MOORINGS	Berth size	Boats	Annual Rate €	Annual income €
	10,0x3,5	126	2.006,55	252.825,30
	11,5x4,0	103	2.746,09	282.847,27
	12,0x4,1	91	3.538,83	322.033,53
	15,5x5,0	79	4.732,16	373.840,64
	18,0x5,5	69	8.107,91	559.445,79
	21,0x6,0	41	8.715,00	357.315,00
	24,0x6,5	26	10.915,00	283.790,00
	28,0x7,0	29	12.400,00	359.600,00
	32,0x7,5	25	14.100,00	352.500,00
	36,0x8,0	13	18.300,00	237.900,00
	Total annual income			3.382.097,53

DAILY USE OF MOORINGS	Berth size	Number of seats	Rate €	Annual production	Annual income €
	12,0x4,1	41	100,00	60	246.000,00
	15,5x5,0	36	120,00	60	259.200,00
	18,0x5,5	31	150,00	60	279.000,00
	21,0x6,0	18	200,00	60	216.000,00
	24,0x6,5	10	250,00	60	150.000,00
	28,0x7,0	12	400,00	60	288.000,00
	32,0x7,5	10	600,00	60	360.000,00
	36,0x8,0	5	1000,00	60	300.000,00
	Total annual income				2.098.200,00



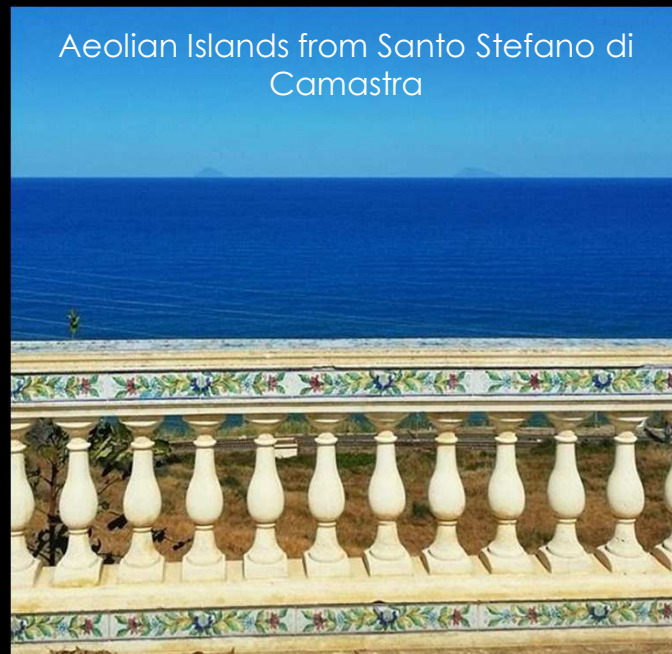
EXPECTED ANNUAL INCOME

OTHER COMMERCIAL SERVICES	services	Measuring unit/Time	Teorical Max prod.	use	Effective annual prod.	Average unit price	Production value
	accommodation	n./week	4.212	80%	3.791	€ 70,00	€ 265.356,00
	garage/storage	n.clients/daily	7.300	90%	6.570	€ 100,00	€ 657.000,00
	restaurants	n.clients/daily	91.250	70%	45.625	€ 30,00	€ 1.916.250,00
	bar - shops	n.clients/daily	73.000	65%	36.500	€ 50,00	€ 2.372.500,00
	fuel	liters	7.300.000	95%	6.935.000	€ 0,08	€ 554.800,00
Total annual income							€ 5.736.422,00

SUMMARY OF THE EXPECTED ANNUAL INCOME

annual income from moorings	€	3.382.097,53
daily income from moorings	€	2.098.200,00
accommodation	€	235.872,00
garage/storage	€	657.000,00
restaurants	€	1.916.250,00
bar – shops	€	2.372.500,00
fuel	€	554.800,00
TOTAL	€	11.216.719,53

Aeolian Islands from Santo Stefano di Camastra



FINANCIAL SUSTAINABILITY

STATEMENT OF COMPREHENSIVE INCOME

PRODUCTION VALUE	€	11.216.719,53
PRODUCTION COST	€	4.782.800,00
EARNINGS BEFORE INTEREST AND TAXES	€	6.433.919,53
FINANCIAL BURDENS	€	550.000,00
RESULT BEFORE TAXES	€	5.833.919,53
TAXES	€	1.941.693,44
NET INCOME	€	3.942.226,09

Relative financial sustainability:

- Return On Investment:

$$\text{ROI} = 12,24 \% = \text{Gross income} / \text{invested capital} \times 100$$

- Return On Equity:

$$\text{ROE} = 7,50 \% = \text{Net income} / \text{income equity} \times 100$$



FINANCIAL SUSTAINABILITY

THE MARINA BAY PROJECT OF SANTO STEFANO DI CAMASTRA HAS BEEN ADMITTED TO USE OF THE «JESSICA» FUNDS

(JESSICA: JOINT EUROPEAN SUPPORT FOR SUSTAINABLE INVESTMENT IN CITY AREAS)

THE FINANCIAL HELP OF JESSICA FUNDS CAN BE GRANTED IN THE FORM OF SHARES, LOW-INTEREST LOANS AND/OR GUARANTEES

THE INITIATIVE IS CARRIED OUT BY THE EUROPEAN COMMISSION IN COLLABORATION WITH THE EUROPEAN INVESTMENT BANK AND THE COUNCIL OF EUROPE DEVELOPMENT BANK (CEB BANK)

THE MARINA PROJECT HAS BEEN CONSIDERED BANKABLE BECAUSE:

- PROVIDED OF AN INTRINSIC ABILITY TO GENERATE REVENUE THROUGH USER CHARGES;
- ALLOWS FULL RECOVERY OF INVESTMENT COSTS OVER THE LIFE OF THE CONCESSION



THE PROJECT HAS BEEN ESTIMATED FOR USE OF FUNDS FOR
REALIZATION OF STRUCTURAL INTERVENTIONS ORIENTED TO
FULFILLMENT OF THE REGIONAL STRATEGIC PLAN OF A PORT SYSTEM

THROUGH SETTING UP OF THE EU AID SCHEME, UNDER ARTICLE 75 OF REGIONAL LAW 23.12.2000 N° 32, REPLACED BY ARTICLE 18 OF REGIONAL LAW 06.08.09 N°9, IN FAVOUR OF PRIVATE SECTORS OPERATING IN SICILIAN TOURIST INDUSTRY UNDER

THE REGIONAL STRATEGIC PLAN OF THE PORT SYSTEM, THERE ARE **42 MARINAS THAT COULD BENEFIT FROM GRANTS AND AMONG THOSE, THERE IS THE MARINA BAY OF SANTO STEFANO DI CAMASTRA, THE ONLY NEW STRUCTURE READY TO BE CARRIED OUT ON THE TYRRHENIAN COAST OF SICILY.**

THE PROJECT, THAT MUST RESPECT THE EU INVESTMENT AID SYSTEM RULES, CONSISTS IN 50% GRANT BASED ON PLANT FINANCING FOR SMALL-SIZED ENTERPRISES AND 40% GRANT FOR MEDIUM-SIZED ENTERPRISES.





**THE PROJECT OF MARINA IS FEASIBLE
BOTH UNDER THE LEGAL AND
TECHNICAL PROFILE**

**THE PROJECT IS PROVIDED OF
ALL THE PREPARATORY
PERMISSIONS**

ALL THE GEOLOGICAL, SEISMIC,
ARCHEOLOGICAL INVESTIGATIONS
WERE EFFECTED FOR THE REALIZATION
OF THIS WORK AND IS IN
COMPLIANCE WITH THE LOCAL AND
REGIONAL PLANS



**THE PROJECT WAS POSITIVELY
SUBJECTED TO THE STRATEGIC
ENVIRONMENTAL ASSESSMENT**

RELATED INVESTMENTS



TOTAL AMOUNT OF
WORKS IS EXPECTED
TO COST
€ 3.500.000,00



CABLEWAY

THE PROJECT IS ALSO PROVIDED FOR THE REQUALIFICATION OF THE AREA NEXT TO THE OLD TOWN CENTER, FOR REALIZATION OF: THE PARKING, MOBILITY ACCESS, CONNECTION BETWEEN MARINA BAY AND THE CITY TROUGH CABLEWAY.

WITH SUCH INTERVENTION IT IS EXPECTED TO MAKE USE OF THE MUNICIPAL OFFICES (OVER 6.000 CUBIC METERS) FOR THE REALIZATION OF COMMERCIAL BUILDING SECTOR AND PRIVATE HOUSING ESTATE NEAR MARINA BAY.

RELATED INVESTMENTS



HOUSING ESTATES

THE PROJECT IS ALSO PROVIDED FOR THE REFUNCTIONALISATION OF THE HOUSING ESTATES WITH VAST OUTDOOR SPACES.

WITH SUCH INTERVENTION IT IS EXPECTED TO MAKE USE OF THE MUNICIPAL OFFICES FOR THE REALIZATION OF A TOURIST RESORT – HOTEL LOCATED IN A PANORAMIC POSITION OVERLOOKING THE MARINA.

COVERED SURFACE:	MQ 1.000
UNCOVERED SURFACE:	MQ 2.000

TOTAL AMOUNT OF WORKS IS EXPECTED TO
COST
€ 5.500.000,00

START TO MAKE PROFIT FROM THE PUBLIC INVESTMENT

	APPROVAL	WORKS	STARTUP OF MANAGEMENT
MARINA	10-12 MONTHS	28-30 MONTHS	2 MONTHS
HOTEL	3 MONTHS	10-12 MONTHS	2 MONTHS
CABLEWAY/PARK/RESIDENCE	6 MONTHS	10-12 MONTHS	2 MONTHS

