

# Stephen I. Bunnell

Bunnell Marine Consulting  
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## PROFESSIONAL EXPERIENCE

### **Bunnell Marine Consulting**

Camden, ME

*Marine Consultant*

1988–Present

Bunnell Marine Consulting offers consultations for service and repair yards and marinas on all aspects of business building, management, human resources, facility assessment, pricing structures, and expert-witness services.

### **Wayfarer Marine**

Camden, ME

*Vice President Operations/CEO*

September 2000–June 2001

- \$7 million in revenues
- 100+ employees
- 36 slips; 80 moorings
- 160 boats in storage (average length, 38')

Wayfarer is a major-overhaul boatyard specializing in sailing yachts up to 80'. Located on Camden Harbor, the yard has nine acres of storage and repair facilities, including a 110-ton mobile hoist and an 80-ton hydraulic trailer. Boat sales are located on a three-acre site in Rockport representing Boston Whaler, Avon, and Logic boats, plus a yacht brokerage.

### **MacDougalls' Cape Cod Marine Service**

Falmouth, MA

*Vice President and General Manager*

October 1989–August 2000

- \$5 million in sales
- 60 employees
- 106 slips; 10 moorings
- 175 boats in storage (average length, 35')

Founded in 1915, MacDougalls' is a full-service boatyard located on 4.5 acres in Falmouth Harbor, offering boatbuilding and all aspects of yacht repair. Services include electronics, canvas, and "EZ2CY" crystal-clear boat enclosures. Equipment includes a 50-ton Travelift, 80-ton railway, and 35-ton Brownell trailer.

## **Crosby Yacht Yard**

Osterville, MA

### *Yardmaster*

September 1976–September 1989

- \$4 million in revenues
- 35 employees
- 160 slips; 40 moorings
- 200+ boats in winter storage (average length, 30')

Crosby Yacht Yard, founded in 1850, still nets 40% of its total revenues from boatbuilding. Boat models built include Crosby Tugs, Crosby Stripers, Wianno SRs, and Hawk & Canyon Sport Fishermen. The yard is located on four acres with a 70-ton Travelift.

## **Dions Yacht Yard**

Kittery, ME

### *Yacht Broker and Customer Service Manager*

April 1972–August 1976

- \$3 million in sales
- 25 employees
- 7 slips; 25 moorings
- 50 boats stored on-site; 200+ trucked out

Founded in 1966 and located on 1.5 acres, Dion's specializes in major overhauls and repairs.

## **ASSOCIATION AFFILIATIONS**

- American Boat Builders and Repairers Association (ABBRA), Board Member
- American Boat & Yacht Council (ABYC), Member
- Cape Cod Marine Trades Association, Former President
- Maine Marine Trades Association, Board Member; Environmental Committee, Chair
- National Fire Protection Agency (NFPA), Member
- State of Maine DEP Boatyard BMP, Member

## **OFFICES HELD**

- Centerville/Osterville, Water Commissioner, Past Chair
- Barnstable, MA, Town Meeting Representative
- Cape Cod Private Industry Council, Past Chair
- Massachusetts Private Industry Council, Past Vice Chair

## **MILITARY EXPERIENCE**

- Vietnam Veteran, U.S. Army Transportation Corp., Sgt. E-5
- Marine Inspector and Engineer, Honorable Discharge 1972