



International Marina Institute

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Dear Sirs,

I have been very impressed that Mr. Gordan Peric has traveled thousands of miles on two occasions to participate in our management training courses. Although English is not his native language, he was able to participate fully in the discussions and project work, which was most complicated, and he demonstrated his full understanding of marina design, engineering and construction, as well as sophisticated business concepts.

The first time I met Gordan Peric was at our Advanced Marina Management Course, when I spent 7 days with him in Queensland, Australia. This course requires intensive study and discussion in groups of six course delegates, who work to solve the case study problem of creating a new marina at an approved site.

Gordan Peric has been observed to be a very intelligent and skillful manager, with an outgoing personality. He is truly a pleasure to be with, and I believe an excellent ambassador for Croatia's nautical tourism. He is enthusiastic, very positive in his thinking, and innovative in his solutions.

The second training course he attended at our Institute was in Florida in the USA. This course was focused on marina values and the business performance of marinas. Again Gordan exhibited his excellent knowledge and skills in the business of marinas. I also had the pleasure of spending two additional days with him visiting marinas in Florida which were linked with residential developments, and which also had vertical dry storage of motorboats at the marina. He always asked intelligent questions of the managers we visited, and clearly learned extensively from his visit to Florida.

From my experience with Gordan Peric I am confident that he would be a valuable member of Croatian Government & Tourism Ministry's Project team. His professional ability, curiosity, innovative thinking, pleasant demeanor and good sense of humor all make him someone that I would welcome in any International Marina Institute project.

I am hopeful that I will have the opportunity to work with Gordan to bring marina management training courses to the Central Mediterranean. I consider him to be an extremely valuable member of our organization, and I am certain that he meets the qualifications to become an IMI-certified marina manager, and thus one of the 100 best marina professionals worldwide.

Sincerely,

Paul E. Dodson, President
International Marina Institute