



National Marine Manufacturers Association

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ECONOMIC SIGNIFICANCE OF RECREATIONAL BOATING IN VIRGINIA

CONGRESSIONAL DISTRICT 3

| | |
|--|-----------------------|
| Number of Recreational Boats* | 13,674 |
| Recreational Boating Industry Businesses | 92 |
| Total Jobs | 1,322 |
| Annual Recreational Boating-Related Spending | \$69.3 MILLION |

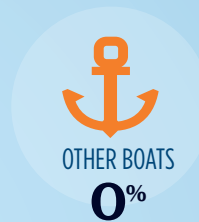
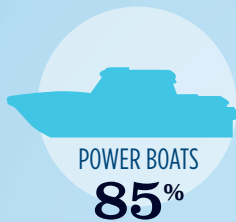
TOTAL ANNUAL ECONOMIC IMPACT OF RECREATIONAL BOATING:

\$164.8 MILLION

RECREATIONAL BOATS IN VA-3

TOTAL BOATS* **13,674**

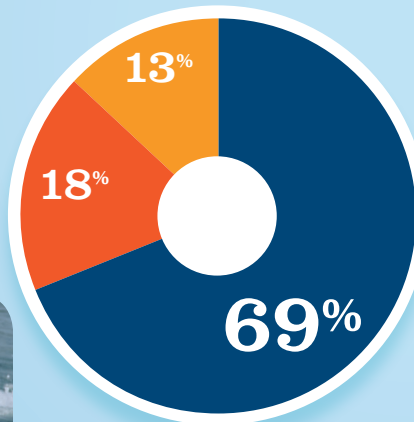
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|---------------------|---------------|
| REGISTERED BOATS | 13,674 |
| Power boats | 11,633 |
| PWCs | 1,409 |
| Sailboats | 625 |
| Other Boats | 7 |
| HOUSEHOLDS PER BOAT | 21.2 |



* Total boats are registered boats as reported by states to the USCG.

RECREATIONAL BOATING CREATES JOBS IN VA-3

| | |
|----------------------------|------------|
| TOTAL BOATING JOBS | 946 |
| Boat Building | - |
| Motor / Engine Mfgr. | - |
| Accessory / Supplies Mfgr. | 124 |
| Dealers / Wholesalers | 168 |
| Boat Services | 654 |

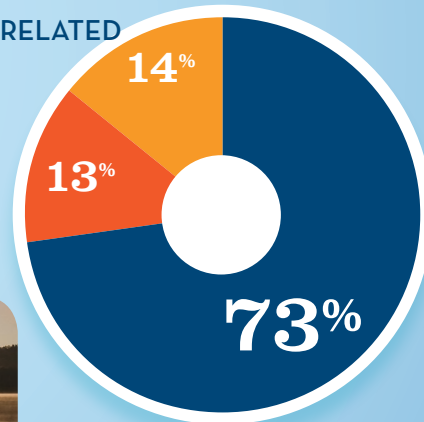


BOAT BUILDING † 0%
MOTOR/ENG. MFGR. † 0%
ACC./SUPPLIES MFGR. 13%
DLRS/WHOLESALERS 18%
BOAT SERVICES 69%



RECREATIONAL BOATING-RELATED BUSINESSES IN VA-3

| | |
|----------------------------|-----------|
| TOTAL BUSINESSES | 92 |
| Boat Building | - |
| Motor / Engine Mfgr. | - |
| Accessory / Supplies Mfgr. | 13 |
| Dealers / Wholesalers | 12 |
| Boat Services | 67 |

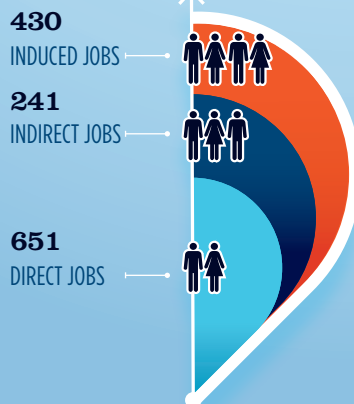


BOAT BUILDING † 0%
MOTOR/ENG. MFGR. † 0%
ACC./SUPPLIES MFGR. 14%
DLRS/WHOLESALERS 13%
BOAT SERVICES 73%



ESTIMATED JOBS IMPACT OF RECREATIONAL BOATING-RELATED SPENDING IN VA-3

| | |
|------------------------------------|---------------|
| EST. TOTAL JOBS | 1,322 |
| EST. TOTAL LABOR INCOME (MILLIONS) | \$54.7 |
| Est. Direct Income | \$22.5 |
| Est. Indirect Income | \$13.4 |
| Est. Induced Income | \$18.8 |



RECREATIONAL BOATING INDUSTRY SALES IN VA-3

| | | |
|--|----------------|------------------------|
| Boat Building | \$0.0 | \$0.0 MILLION |
| Motor / Engine Mfgr. | \$0.0 | \$0.0 MILLION |
| Accessory / Supplies Mfgr. | \$28.3 | \$28.3 MILLION |
| TOTAL MFG. SALES | \$28.3 | |
| Dealers / Wholesalers | \$55.6 | \$55.6 MILLION |
| Boat Services | \$142.5 | \$142.5 MILLION |
| TOTAL RETAIL & SERVICES SALES | \$198.1 | |

BOAT BUILDING 0%
MOTOR/ENG. MFGR. 0%
ACC./SUPPLIES MFGR. 28.3%
DLRS/WHOLESALERS 55.6%
BOAT SERVICES 142.5%