



**Coastal Properties Management's Annapolis Office**  
 (From left) Tim Newell, V.P. Development; Julie Myers, Asst. Controller; Debbie McInturff, Administrative Asst.; Patty Jordan, Controller; Debbie Cook, Office Manager & Director of H.R.; Mitch Nathanson, President & CEO; Bruce Wagner, V.P. Operations

## Coastal Properties Management Commitment to Excellence

Coastal Properties Management currently oversees 11 marinas throughout the Chesapeake Bay, from Middle River, Maryland to Yorktown, Virginia and provides consulting services in marina design, construction and management. Together the marinas comprise approximately 2,500 slips, which makes Coastal Properties one of the largest marina groups in the United States. Owner Mitch Nathanson has a history with marinas that dates back to the 1970s, when he gave up a career as a Washington, D.C.-based architect to buy and renovate White Rocks Marina in Pasadena, Maryland. Five years later he sold the refurbished facility for twice his original purchase price, and thus began his successful career as a leading manager, consultant, and redeveloper of marinas.

Mitch recognizes that each of his marinas is unique and has its own distinctive personality. As a result he empowers each marina manager to make his or her own decisions on a day-to-day level. The marina managers then work with the home office on such things as accounting, insurance, marketing and advertising to get the top-level support they need. Coastal's main office in Annapolis is divided into two disciplines. Bruce Wagner Vice President of

Operations and Tim Newell, Vice President of Development. Both oversee the operations side of the management of the marinas. Patty Jordan, Controller and Julie Myers, Assistant Controller head up the control side dealing with the production of balance sheets and profit and loss statements. Debbie McInturff as head of payroll insures that over 100 Coastal employees are paid regularly. Debbie Cook, Office Manager and Director of Human Resources has been with Coastal over 18 years and insures that the office runs smoothly and keeps up with the ever growing list of state and government requirements and problems. Joe Pomerantz, the manager of Piney Narrows Yacht Haven in Chester, Maryland, started working with Mitch 25 years ago as a high school kid. Patty Jordan, Coastal's Controller is in her 21st year. Tom Gannon, who has managed the Annapolis City Marina and currently Oxford's Mears Yacht Haven is in his 22nd year says, "Mitch always respects that we know our own marina best and he does not micro-manage or second guess our decisions." Mitch himself cannot stress enough that his people are the key to Coastal's success. "Our motto is 'Respect for Others,'" he says, "and that's been a critical component of our management."

Since 1977, Coastal has owned and operated 50 marinas as well as hotels, restaurants, and office buildings. Coastal can boast that all 11 of their marinas have the "Clean Marina" designation.

Mitch is committed to creating facilities and using management practices that will help improve the marine industry and preserve the environment. Mitch continues to be actively involved in the boating community, professionally and personally. His corporate team is made up fully of boaters, which he says is key to understanding and meeting boaters' needs. "The bottom line is that, whether you're running a hotel, marina or restaurant, you're in the service business," he says. "This is ultimately what drives our management practices."

For more information about Coastal Properties and their 11 marinas, visit: [www.coastal-properties.com](http://www.coastal-properties.com)

**An aerial of Gangplank Marina, a 309-slip marina, conveniently located in the protected Washington Channel with close proximity to the Nations Capital.**

