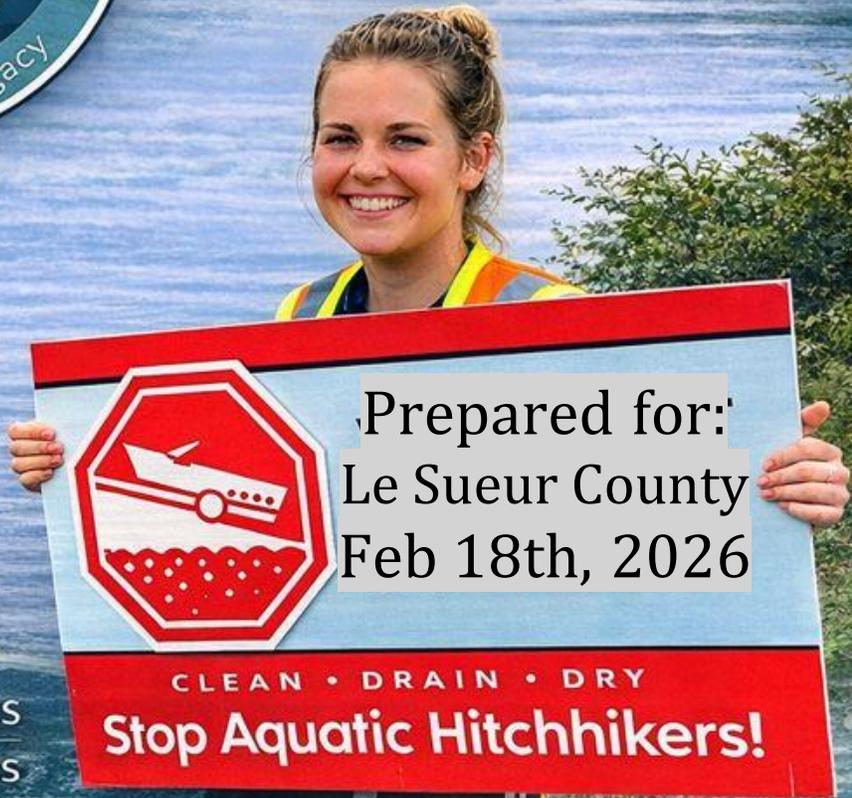




WATERCRAFT INSPECTION PROPOSAL



Protecting Our Lakes
from Invasive Species



What Sets Waterfront Restoration LLC Apart

Simple, proven reasons counties choose us

Across Minnesota, AIS inspection programs often run into the same problems, especially with seasonal workers and tight budgets. When expectations are high and there is little room for mistakes, a few things matter most:

- Keeping good inspectors all season
- Clear leadership in the field
- Strong training
- Accurate reports
- A program that runs steady from start to finish

Waterfront Restoration is built specifically to handle these challenges and keep inspection programs running smoothly all season long.

1) Expert recruiting advantage

Waterfront Restoration sets itself apart with a proprietary, 10-point inspector staffing system built to win in a tight labor market, without sacrificing quality, professionalism, or coverage. Instead of reacting late or relying on generic hiring, we recruit early, move fast, and tap deeply into local communities. The result is a dependable, well-trained inspector team that shows up prepared, stays engaged, and keeps every launch fully staffed all season long.

Results that matter

- **Consistent, reliable staffing all season**
Early recruiting, rapid hiring, rehires, and referrals reduce gaps, no-shows, and mid-season scrambling.
 - **Higher-quality inspectors, not just warm bodies**
Mission-driven messaging, paid training, and hands-on onboarding attract people who care about professionalism and public service.
 - **Stronger community trust and program continuity**
Local recruiting, returning inspectors, and active oversight create a familiar, credible presence at boat launches year after year.
-

2) Clear Leadership and One Point of Contact

When inspectors do not know who is in charge, or counties do not know who to call, problems drag on longer than they should.

Waterfront assigns experienced field leaders with clear responsibility. Inspectors know exactly who they report to, and counties know exactly who to contact.

Issues are handled quickly, without finger-pointing or confusion.

Result:

- Faster problem-solving
 - Clear communication
 - Less extra work for county staff
 - **Stronger community trust and program continuity**
Local recruiting, returning inspectors, and active oversight create a familiar, credible presence at boat launches year after year.
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3) Navigating MN DNR Training and Reporting Requirements

Limited class availability, delayed scheduling, and last-minute changes to MN DNR inspector training have been ongoing challenges for AIS programs across the state. These constraints can create early-season staffing gaps and added administrative strain for counties. Waterfront Restoration is well-versed in working within these realities. We proactively plan for training bottlenecks by identifying candidates early, coordinating closely with the DNR well ahead of the season, and building contingency capacity so inspection coverage is not compromised by training delays. We also supply mileage reimbursements if classes are not available nearby and inspectors need to get trained in on short notice.

Result:

- Reliable inspector coverage despite training constraints
- Minimal SWCD oversight
- Reduced risk of delays, gaps, or coverage

4) Training That Goes Beyond the Basics

DNR training is important, but it is only the starting point.

We provide additional training focused on real-world situations inspectors face every day, including:

- How to act professionally at public launches
- How to talk with boaters and calm tense situations
- Following procedures the same way every time
- Knowing when and how to escalate issues

Result:

- Fewer complaints
- Better interactions with the public
- Inspectors who represent the program well

5) Consistent Standards and Active Oversight

In public programs, small problems turn into big ones if they are ignored.

Waterfront runs with clear rules and consistent enforcement. Supervisors actively check in, coach inspectors, and correct issues early, before they spread or repeat.

Result:

- Less risk
- Fewer surprises
- Consistent enforcement all season

6) Reliable Reporting You Can Trust

Good reports save counties time and headaches.

Our reporting is built to be:

- Accurate
- Easy to understand

- Ready for compliance, grants, and planning

County staff do not have to chase corrections or clean up data after the fact.

Result:

- Confidence in the numbers
 - Better insight
 - Less staff time spent fixing reports
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7) A Steady Partner When Budgets Are Tight

When funding is tight, counties need reliability, not last-minute fixes.

Waterfront focuses on:

- Predictable staffing
- Proactive supervision
- Fewer problems that need correction

Result:

- Lower risk
 - Stable program quality
 - Less stress on county staff
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Bottom Line

Most AIS inspection programs struggle with:

- Staff turnover
- Unclear supervision
- Inconsistent training
- Extra administrative work

Waterfront Restoration solves these problems by:

- Keeping good inspectors
- Providing clear leadership
- Training beyond the minimum
- Holding consistent standards
- Delivering reliable reporting

As budgets tighten and expectations stay high, we offer a steady, dependable program that runs cleanly from start to finish, with less oversight required.

What You Can Expect From Us in 2026

If this is your first season working with us, here's how we're strengthening the program to make things run smoothly from day one.

Hiring and Retention

- Recruiting earlier during the critical March to May window
 - Expanding local recruiting through community groups, clubs, job boards, and job fairs
 - Strengthening interviews to reduce poor-fit hires
 - Prioritizing returning **high-performing** inspectors
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Leadership and Accountability

- Stronger vetting of all hires
- Clear expectations set early
- Faster correction when standards are not met
- Additional early-season and mid-season check-ins

Communication and Reporting

- Tighter internal checks on case numbers
- Standardized reference tools for inspectors in the field
- Check-for-understanding training to reduce mistakes
- Stronger support from interns
- Task-tracking systems to ensure follow-through

Reporting timelines:

- Weekend reports completed by Monday
- Monthly reports finalized by the first Friday of each month

Goal:

A well-run season with fewer issues to resolve, quicker follow-through, and less administrative lift on your team..

What Others Are Saying

“When inspectors from Waterfront were on site, they were far more thorough and friendly than others I have seen. Some inspectors elsewhere clearly did not want to be there.”

“We used to manage this internally. Being able to be hands-off and trust the work is huge. The care you put into this really matters.”

“Their dedication to quality inspections is obvious. Waterfront Restoration is the best fit.”

About Waterfront Restoration

Waterfront Restoration has provided fully managed Level 1 and Level 2 AIS inspection and boater education services across Minnesota for 11 years.

Our clients see us not just as a contractor, but as a reliable partner in lake protection, trusted to deliver results with minimal oversight.

We have served the following counties, cities, watershed districts, and lake associations across Minnesota.

.References are available upon request.: Dakota County; Goodhue County; Murray County; Meeker County; Scott County; Hennepin County; Ramsey County; Blue Earth County; Christmas Lake Association; Prior Lake–Spring Lake Watershed District; City of Eden Prairie (Carver County); Minneapolis Park and Recreation Board (MPRB); Lake Minnie Belle Association

Scope of Work (Summary)

Inspectors

- DNR-trained Level 1 inspectors
- Focused on inspections and boater education
- Professionally equipped
- Electronic surveys completed in the field
- Thorough hiring process including interviews and customer-service screening
- Devices preloaded with procedures, references, and contacts
- Hands-on onboarding provided

Management and Oversight

- Full program management including hiring, training, scheduling, supervision, and reporting
- Training beyond DNR requirements
- Inspector Coach and inspections intern
- GPS-verified attendance
- Weekly spot checks and ongoing coaching

Program Support and Accountability

- Multiple project managers available seven days a week
 - Advanced scheduling to reduce coverage gaps
 - Regular case-number accuracy reviews
 - All AIS violations reported within 24 hours with full documentation
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Industry-Leading Reporting and Program Insights

Reporting is where many AIS programs fall short. Counties often receive reports that are hard to read, inconsistent, or require staff time to interpret, clean up, or explain to boards and committees.

Waterfront Restoration's reporting is fundamentally different.

Our end-of-season reports are built to be **clear, complete, and immediately useful**. Counties consistently describe them as a night-and-day improvement compared to reports they have received in the past.

What makes our reporting stand out:

- **Clean, verified data** All inspection data is reviewed for accuracy before reports are finalized. Case numbers, totals, and trends are double-checked so counties are not left correcting errors or reconciling mismatches.
- **Easy-to-read summaries for decision-makers** Reports are designed for commissioners, boards, and committees, not just technical staff. Key takeaways are clearly summarized so leadership can quickly understand what happened during the season without digging through raw data.
- **Lake-specific breakdowns that serve local lake associations** Reports are organized by individual lake, not just program-wide totals. This gives lake associations and local partners clear visibility into activity, pressure levels, trends, and outcomes for their specific lake. Instead of broad county data that feels distant, stakeholders can review information that directly relates to their shoreline, access points, and boating patterns- making the reports far more actionable for local planning, communication, and funding discussions.

- **Clear visuals that actually explain the story** Charts and tables are simple, consistent, and labeled in plain language. They highlight trends, peak times, and risk areas instead of overwhelming the reader with cluttered spreadsheets.
- **Context, not just numbers** We explain what the data means. Reports include written insight that helps counties understand why patterns occurred, where pressure points existed, and what may be worth adjusting in future seasons.
- **Minimal staff involvement required** Counties receive reports that are ready to share and ready to stand behind. No cleanup, no rework, and no guessing.

The result is a report that does more than document activity. It gives counties confidence in their program, clarity for leadership, and a reliable foundation for planning and funding decisions.

Simply put: counties move from “checking a box” on reporting to actually using the information to make better decisions.

Example report: <http://bit.ly/EOYReportExample>

Schedule

- Attachments from Trevor Rudenick titled “Inspection Hrs for Lakes 2026” and “List of Lakes & Accesses” were referenced for this proposal.
- Final schedule to be determined with input from County.
- Waterfront Restoration will manage the schedule with input from the County and associations, as appropriate.

Investment

We provide the best value to protect your lakes.

\$30.87 per hour for level 1 inspectors A few important aspects about our pricing: 1) You are only billed when inspectors are “clocked-in” at the launch site. 2) All overhead costs such as recruiting, company training, DNR training, holiday pay, ongoing management, protocol compliance, technology, software, and reporting are included in the hourly rate. 3) Our pricing is fully transparent. The invoices we provide are simply the multiplication of the hours inspectors worked at the launch multiplied by the hourly rate.

\$22.43 per hour for DNR training. DNR training is typically a 7 hour day for each inspector.

Al A Carte Options

<u>ITEM/DESCRIPTION</u>	<u>PRICING</u>																		
Background checks- Prior to hire, every inspector undergoes a criminal background check to identify felony convictions and sexual offender convictions. Candidates with those convictions are not hired.	INCLUDED																		
Uniforms/equipment- ie vests, name tags, safety equipment	INCLUDED																		
Tablets for all inspectors instead of phones.	\$85 per inspector																		
Instead of the basic 2-4 page end of summer report summarizing total hours worked etc., we can provide a highly detailed end of year report like this: http://bit.ly/EOYReportExample	INCLUDED																		
Instead of the standard monthly hours worked report, we can provide a highly detailed monthly report like this: http://bit.ly/MonthlyReport-Example	INCLUDED																		
Additional data collection beyond the DNR process- such as specific weed species identified on boats prior to launching- i.e. instead of the standard DNR reporting of “plants removable by hand” Waterfront could document it was Eurasian Milfoil or Curly Leaf Pondweed or Starry Stonewort etc	Contact for specific pricing																		
<h3>Plant Identity</h3> <table border="1"> <caption>Plant Identity Data</caption> <thead> <tr> <th>Species</th> <th>Percentage</th> </tr> </thead> <tbody> <tr> <td>Chara</td> <td>4%</td> </tr> <tr> <td>Coontail</td> <td>40%</td> </tr> <tr> <td>Curly Leaf Pondweed</td> <td>12%</td> </tr> <tr> <td>Eurasian Watermifoil</td> <td>16%</td> </tr> <tr> <td>Filamentous Algae</td> <td>4%</td> </tr> <tr> <td>Flat Stem Pondweed</td> <td>8%</td> </tr> <tr> <td>Northern Milfoil</td> <td>4%</td> </tr> <tr> <td>Unable to Identify</td> <td>12%</td> </tr> </tbody> </table>	Species	Percentage	Chara	4%	Coontail	40%	Curly Leaf Pondweed	12%	Eurasian Watermifoil	16%	Filamentous Algae	4%	Flat Stem Pondweed	8%	Northern Milfoil	4%	Unable to Identify	12%	Contact for specific pricing
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Inspectors complete the MNDNR search for AIS at the Water Access once per day per this guidance https://files.dnr.state.mn.us/natural_resources/invasives/prevention/search-ais-water-access.pdf	Contact for specific pricing																		
2-4 hour safety training session with County Sheriff’s Department.	Contact for specific pricing																		

Appendix

Insurance

Please reference this link <https://bit.ly/WaterfrontRestoration-Certificate-of-insurance> to review our insurance specifications/certificate.

References

Please contact me for a full detailed list of references from clients who have used and/or are using our watercraft inspection services.