

FYBAnews

A Monthly Publication for the Members of the Florida Yacht Brokers Association

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left to right: Capt. Colin Griffinson, Capt. Herb Magney, Shannon McCoy, Capt. Neil Emmott, Bruce Schattenburg, Susan Neugent, Jeff Boyd, Jared Burzler, Terry Hines & Rupert Connor.

More on pg. 21

FYBA ANNUAL DINNER MEETING

Please join us...

Friday, January 25, 2008 at 7:00 p.m.

The Coral Ridge Yacht Club

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REGISTRATION FORM ON PAGE 31

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calendar of events

Dec

- 1-4 St. Maarten
Charter Yacht Exhibition
- 5-10 Antigua Charter Yacht Show
- 15 Winterfest Boat Parade
- 24 Christmas Eve
- 25 Christmas Day
- 31 New Years Eve

Jan

- 1 New Years Day
- 9 Charter Brokers Open House
- 17 3rd Thursday
Broker Open House
- 25 FYBA Annual Dinner Meeting
Coral Ridge Yacht Club

RECENT GROWTH, CURRENT ACTIVITY, ECONOMIC IMPACTS OF MEGA YACHTS SOUTH FLORIDA

Source: Thomas J. Murray & Assoc.

According to a recent study commissioned by FYBA, MIAF, and the Broward Alliance and done by Thomas J. Murray & Associates, the mega-yacht industry has a multi-million dollar impact on South Florida, with the "Tri-county region" of South Florida remaining in the forefront of the worldwide growth in yachts in excess of eighty feet. An estimated 1,500 mega yachts were present in Tri-County waters during 2006 compared to 800 in 1997. The Tri-County region represents one of the world's two most significant clusters of professional services and talents necessary for the world's growing mega yacht sector. Specifically of relevance to the Tri-county area is the increasing size of mega yachts under construction. As a whole, the number of mega yachts has increased 53% in terms of new construction over the past five years and expanded nearly three-fold over the past decade.

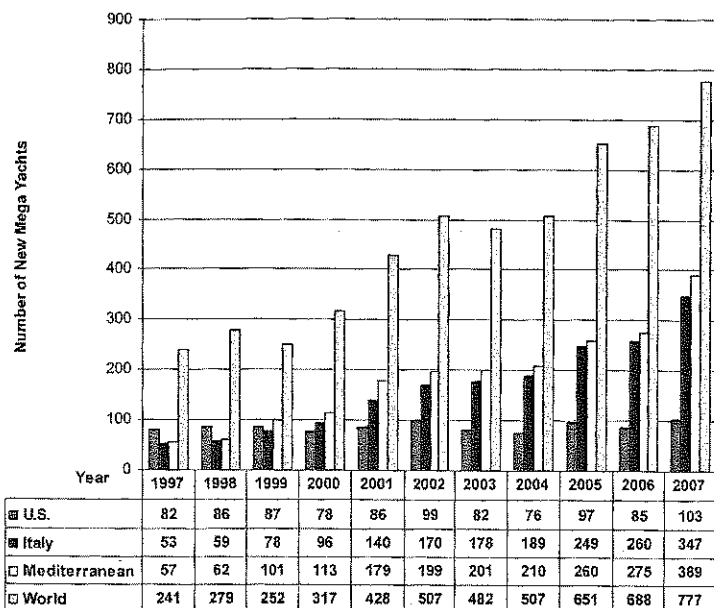
The Tri-County area also has a significant impact on the Charter Industry. Of the 176 charter brokers listed worldwide in the "Charter Data Bank International, Inc." (CDBI), 62 of the companies are located in the Tri-County region, or about 35% of the number of CDBI registered charter companies worldwide. At the beginning of 2007, Tri-County firms offered 176 mega yachts for charter-45% of the 383 mega yachts listed for charter worldwide in the CDBI data. Another indicator of region's impact on the charter industry is the membership of the largest trade organization representing charter brokers in the U.S., the "Charter Yacht Brokers Association" (CYBA), which is based in Fort Lauderdale. CYBA membership includes 87 member companies involved in yacht chartering. Out of those 87 companies, 78 are located in the Tri-County region. The region is estimated to host about one half of the mega yachts available for charter. This represents the largest concentration of mega yachts for charter, surpassing the Mediterranean.

Some of the other key findings are:

- During 2007, the U.S. ranked second in number of yachts under construction worldwide. 103 yachts were being built at U.S. yards with an average length of 127 feet.
- Twenty percent of the estimated 4,400 mega yachts constructed in the past five years were U.S.-built.
- The direct economic impact of mega yacht repair and maintenance projects at local boatyards was estimated to be \$219.8 million during 2006.
- Each mega yacht visiting the region in 2006 generated more than \$488,000 in economic impact through boatyard expenditures, brokerage commissions and charter fee generation.
- The \$219.8 million in direct impacts at boatyards, \$122.0 million in brokerage commissions and \$30.6million in direct impacts from the charter industry commissions, combined to directly impact the Tri-County region by an estimated \$372.4 million in 2006.

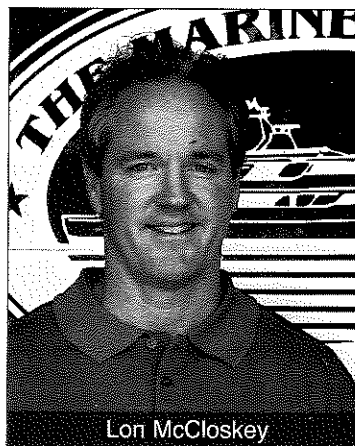
Continued on page 3

RELATIVE GROWTH IN MEGA YACHTS CONSTRUCTED



FYBA Thanks Steve Moynihan for Dedication and Service

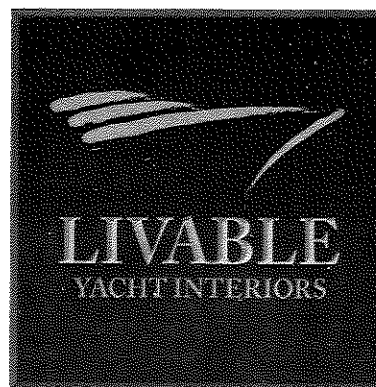
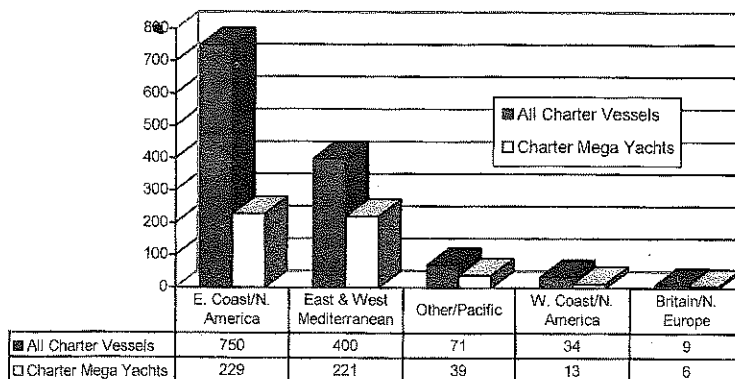
FYBA would like to thank Steve Moynihan of HMY for his dedication in serving on the FYBA Board of Directors from 2006-2007. During that time Steve served as a committee chairman for the Advertising and Publicity Committee. Steve resigned in late October 2007.



FYBA Proud To Introduce New Board Member

Lon McCloskey will be filling the seat left vacant by Steve Moynihan and will serve the remainder of Steve's term on the Board. Lon is a partner/broker in The Marine Group's Florida locations.

NUMBERS OF CHARTER MEGA YACHTS & ALL CHARTER VESSELS WORLDWIDE BY REGION - 2006



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Comments from ATTENDEES OF THE FT. LAUDERDALE INTERNATIONAL BOAT SHOW

"I have thought for years it would compliment the show if it began on a Wednesday and ended on Sunday rather than the usual Thursday/Monday time frame. People would make it even a longer weekend arriving earlier the week of the show because they want to start a new week on Monday rather than still being out and not making it to the office until Tuesday. The last day of the show is going to be the one with the least traffic no matter what and I would also think that this kind of schedule would increase the quantity of traffic and the quality! So; my vote would be to trade Monday in for Wednesday."

-David C. Gennett, Allied Richard Bertram Marine Group

"We found that the brokerage yachts at the show received more attention than new vessels, In general the show was excellent and of 3 boats we showed 2 are under offer and one has closed. Our location at the North end of the show had little traffic but boat BUYERS made the trek."

-Keith V. Maling, Oceanstyle LLC

"The Hotel rates everywhere are ridiculous. Next year I am chartering a cruise ship to stay parked at the dock and for the same price of a cruise we could get reasonable rates. We will only serve continental breakfast, so the ship will not compete with the restaurants. Only compete with the hotels. If the city complains we'll stay right off shore. Seriously, it seems the entire area takes advantage of the show guests. We need to encourage more less expensive hotels to solicit for business and they could offer a shuttle. Maybe the Indian reservations would be interested. They sure could offer guests some night life."

-Roger Hansen, MarineMax

"We thought the show was excellent. Out of 10 boats in our display, 3 accepted contracts were written and all deals are going to closing. These were deals that would otherwise not have happened."

-Peter Schmidt, United Yacht Sales

"We had many qualified Buyers and Charterers at this Show. Three accepted offers resulted directly from the Show and I feel that many additional leads will be turned into Sales and/or Charters within the next few months."

-Bruce Schattenburg, The Sacks Group

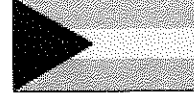
"The Boat Show was beautiful this year! Great line up of yachts!"

-Nicole Haboush, Allied Yacht Charters



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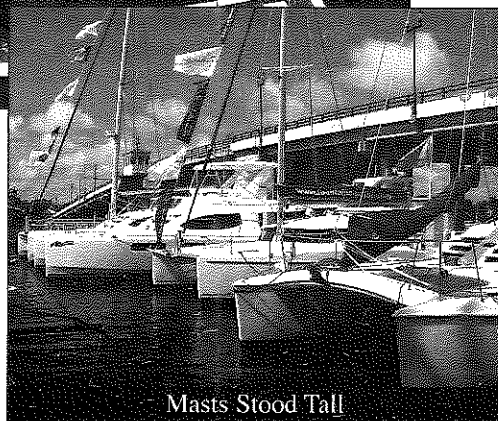
Fort Lauderdale International Boat Show



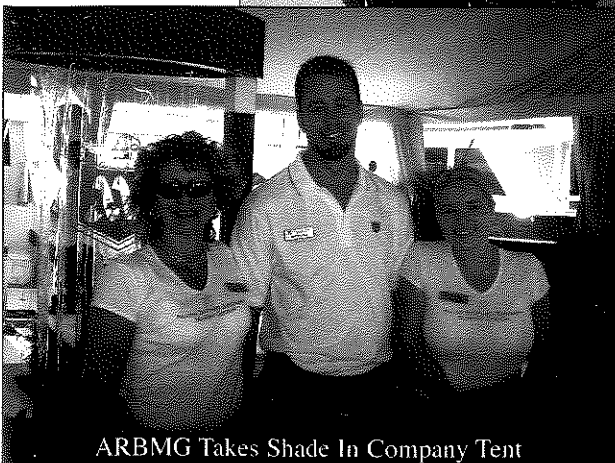
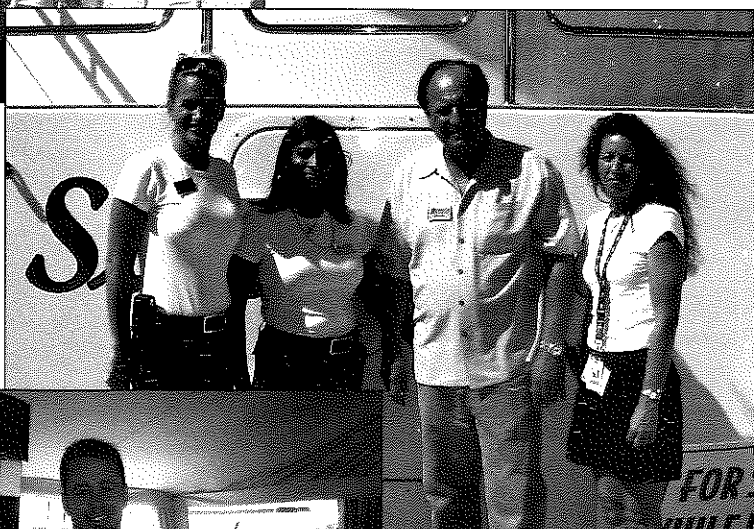
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FROM MEGAYACHTS TO CATAMARANS: FT. LAUDERDALE BOAT SHOW HAD IT ALL

The weather and economy didn't stop the crowds from coming out to the Fort Lauderdale International Boat Show. Despite a lighter than usual attendance, vendors were still optimistic about their performance at the show, with many calling it a solid show in terms of sales and attendance. Attendance was reported to be down 5 to 7 percent from last year. The show was a treat for those who attended; offering up some of the most magnificent and luxurious yachts in the world, as well as new technology and products. Yachts ranged in size from 2007 28' Buddy Davis to a 2007 223' Lurssen.

For exhibitors, new products were key to a good performance. Carver, Sea Ray, Tiara and Ocean Alexander, in particular, reported very good sales, some of which were in excess of the previous year. The megayacht end of the market – which is insulated from much of the impact of economic ups and downs – was “very buoyant,” which had a positive impact not only on the boat builders, but also the many suppliers that serve them.

Show Management did a very good job organizing the show, saying “most manufacturers and dealers” feel Fort Lauderdale is a show at which they need to exhibit – with more than 90 percent renewing each year.

Marine Summit Addresses Challenges Facing South Florida Boating Industry

(With excerpts from the Palm Beach Post)

Soaring waterfront property taxes, businesses moving to other states, and industry workforce needs were among the concerns that topped the list at the 9th Annual Marine Summit.

MIASF President JJ McConnell, also an FYBA member, welcomed about 150 marine industry and government officials from Palm Beach, Martin, Broward and Miami-Dade counties at the Broward County Convention Center for the summit, hosted by the Marine Industries Association of South Florida. This year's summit focused on three primary issues: economic incentives and business retention, environmental and business regulations, and workforce training.

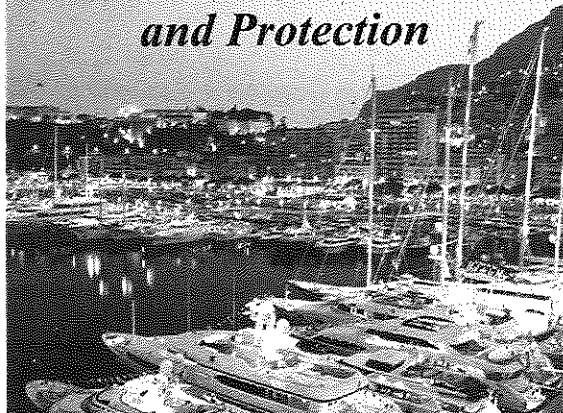
The summit brought together an all-star lineup of speakers, including Florida Chief Financial Officer, Alex Sink; Miami River Marine Group Executive Director, Fran Bohnsack; Marine Council President, Ed Swakon; Past MIAF President, Kristina Hebert; Martin County Board of Commissioners Chair, Michael DeTerlizzi; Florida Rep. Kelly Skidmore; Florida Rep. Franklin Sands; and Monesia Brown, Director of The Agency for Workforce Innovation.

Summit leaders encouraged more collaboration between marine businesses, local politicians, government regulators and educators. "All of our businesses are co-dependent," said J.J. McConnell. Florida's marine industry generates an estimated \$18 billion for the state's economy, supporting about 220,000 jobs, according to last years economic impact study found last year.

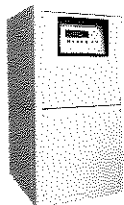
This was the first year that Martin County was included in the summit. "With the size of our industry, we have lots of similarities. When we have an opportunity to jump on board with other state partners, we'd like to do that," said April Price, a spokeswoman for the Marine Industries Association of the Treasure Coast.

Midway through the summit, attendees had the opportunity to participate in one of three workshops highlighting the issues at hand. The economic workshop focused on state and local economic development issues and discussed opportunities currently available to facilitate or support marine business retention as well as examine incentives being offered by other states.

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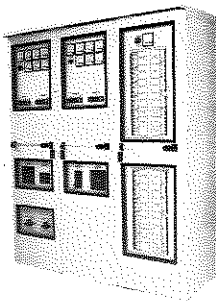


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Economic issues included:

- Trend of marine businesses leaving Florida for other states such as North Carolina
- Water access challenges resulting in restricted growth are limiting the region's ability to offer services key to maintaining the quality and quantity of the recreational boating infrastructures that result in the current economic impact.
- High property taxes and insurance
- Lack of qualified workforce pool to meet industry needs.

The regulatory workshop discussed plans and methods that facilitate improved understanding and collaboration between the marine industry and the regulatory agencies. Regulatory issues included:

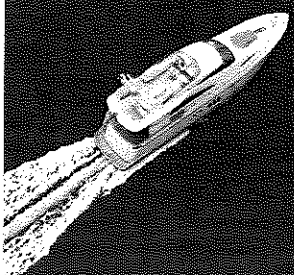
- The benefits of Clean Marina/Clean Boatyard programs
- Conversion of marine property to non-working marine uses
- Visa issues facing yacht crews and non-U.S. citizen marine industry workers
- How members of the marine industry can address the issues of the perceived small vessel threat.
- Inconsistencies in the application/enforcement of the Advanced Notice of Arrival, Customs and Immigration clearing processes.

Lastly, the workforce workshop discussed opportunities for marine businesses to access grants and programs that seek to address and develop marine industry workforce needs. Workforce issues included:

- Lack of qualified marine trade people.
- Training programs, apprenticeships and continuing education for marine industry workers.
- Exposure of marine industry as a viable lifetime career.
- Recruiting efforts
- Insufficient cohesive data to fully quantify and articulate the critical areas of need.

Marine business owners are seeking relief from the crunch of skyrocketing waterfront land values, disappointed that the state's recent property tax changes did not include the working waterfront. Despite the current industry conditions, Alex Sink, Florida Chief Financial Officer, said she would support the marine industry's efforts to take its case to the state's Tax and Budget Reform Commission. Sink criticized the "highest and best use" appraisal method that finds many marinas and boat yards being assessed, and thus taxed, as if they were condominiums. "Your issues are also my issues," she said. "You represent the best of what Florida has to offer."

More on Page 12



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{ new members }

Please review the list of new applicants carefully and submit any comments pro or con in writing to
FYBA, P.O. Box 460044, Ft. Lauderdale, FL 33346. All comments will be treated on a confidential basis.

(Announced via E-mail Oct. '07 / Voted on at October Board Meeting)

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Eric Sass & Joseph Galati

Charter Associate

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Katharina Savoy - Merrill-Stevens Yachts
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{ new applicants }

Please review the list of new applicants carefully and submit any comments pro or con in writing to
FYBA, P.O. Box 460044, Ft. Lauderdale, FL 33346. All comments will be treated on a confidential basis.

(Announced Via Email Nov. 2007 / To Be Voted On At Nov. Board Meeting)

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Michael White & Merle Wood

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Michael White & Merle Wood

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Joseph Galati & Carmine Galati

John Clark-YCO Sam
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Michael White & Merle Wood

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Richard Merritt & Craig Cadwalader

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Carmine Galati & Joseph Galati

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Pete Woods & Bill Walczak

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Bob Zarchen & Whit Kirtland

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Tony King & Nicole Haboush

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Ray "Rags" Weldon & Michael White

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12030 N. Gandy Blvd., St. Petersburg, FL 33702
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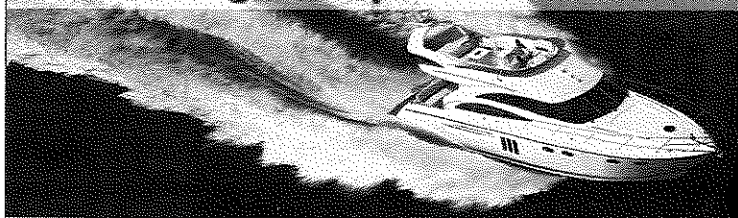
Fort Lauderdale has always been a nautical community and now the "Venice of America" is about to get its first Maritime Museum. Thanks to the City of Fort Lauderdale, in cooperation with a local developer and museum organizers, the long envisioned Fort Lauderdale Maritime Museum is finally getting underway. The Museum is set to open in 2008 and will be located in the city's Himmarshee district facing the New River. A first-year program of special exhibitions and events is under development and promises that the museum will indeed be a lively and engaging place for people to see, hear, explore and learn about the heritage and environment for which we all are caretakers.

Exhibits under development include: naval architectural, recovered treasure and naval artifacts, marine art, early scenes of Fort Lauderdale's waterfront, a mini-submarine, a 16-foot Garwood, and nautical cannons.

Monthly meetings open to the public will be held at the museum. If you have items to donate or for more information contact John Ziegler at 954-524-9450 or Jimmie Harrison at 954-467-7723. For meeting dates and museum updates visit www.flmaritimemuseum.org

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Marine Summit Puts Spotlight on Industry Workforce Needs

By Randi Radulovich, FYBA

Workforce needs for the always growing marine industry were highlighted in the Workforce Workshop panel and breakout session, part of the 9th Annual Marine Summit presented by the Marine Industries Association of South Florida (MIASF). Issues such as lack of qualified crews and skilled marine trade people, training & education for industry workers, and recruiting efforts were discussed. The good news for the industry is that there are programs and services that already exist or are in development to cater to the needs of the marine workforce.

Broward Community College (BCC) has created a marine industry technical associate degree program that offers an associate's degree in marine engineering management, specializing in marine systems technology. Graduates will also be certified by the American Boat and Yacht Council (ABYC). The first day of classes is January 7, 2008. For more information, visit www.broward.edu

The Palm Beach Workforce Alliance offers employed worker training and can assist in employee certification, job training, and technology training. The Workforce Development Board of the Treasure Coast offers mobile training units that can come to your workplace and train employees on site. Workforce One offers three one-stop career centers in Broward County where individuals and businesses can go for workshops, employment training, job searching, and posting and searching resumes. For locations, visit www.wflbroward.com.

The state of Florida has a job matching system called Employ Florida Marketplace, a site that enables job seekers to post their resumes and allows employers to search a resume bank for qualified job candidates. For more information, visit www.employflorida.com. Florida Atlantic University (FAU) Center for Urban & Environmental Studies is conducting a study on the future of marine industry jobs, based on a survey on current and future job needs. The study is expected to be completed by May/June 2008.

The panel concluded with some suggestions for the future, such as an industry standard human resources template and support of the Riviera Beach Maritime Academy in Palm Beach County.

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New Membership Benefit

Through an arrangement with DentalPlans.com & FYBA Member Wayne Gifford, the FYBA is proud to be offering members access to more than 30 National and Regional Discount Dental Plans. Members can now save 10%-60% on most dental procedures. The plan's network includes some of the leading providers in the discount dental industry, such as Aetna Dental Access, GE Wellness Plan, Liberty Dental and American Dental. For more information and to sign up, please go to www.fyba.org, or contact Wayne Gifford of Wayne B. Gifford Insurance, LLC at (954) 612-4967.

More companies part of the network include: Patriot Plan, UNI-Care 200, Vital Savings by Aetna, Preferred Network Access, DenteMax and Starmark Plus.

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The Florida Yacht Brokers Association has received a unique opportunity to offer access to more than 30 National and Regional Discount Dental Plans. Through an arrangement with DentalPlans.com, a trusted industry leader, and the leading online provider of Discount Dental Plans, members of FYBA can now save 10%-60% on most dental procedures.

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news

Peter Kehoe & Associates recently sold and delivered the new "AFTER EIGHT", Northern Marine's debut of the new 151' series Tri-deck. The designer, Jonathan Q. Barnett, along with the company's revolutionary resin infusion process resulted in a most notably voluminous interior with warm, casual and classic elegance and with dynamic details in the hull shape and line. Peter Kehoe 954-931-4360.

The "ENDURANCE", the 2003 Northern Marine listed with Peter Kehoe of Peter Kehoe & Associates received the "BEST INTERIOR" award at the Yacht Fest Boat Show in San Diego. Peter Kehoe 954-931-4360.

The Sacks Group Announces New Sint Maarten Location and Ann E. McHorney Rejoining the Team. The Sacks Group Yachting Professionals of Fort Lauderdale, Florida and Select Yachts in Sint Maarten are pleased to announce their strategic partnership and the grand opening of The Sacks Group's new Caribbean location at 21 Airport Road, Plaza del Lago, Suite #4 in Simpson Bay. Ann E. McHorney, Owner and Director of Select Yachts, will act as a Charter and Yacht Sales Agent as well as providing support services for The Sacks Group's fleet. Tswana Burleson has been hired as Office Manager for this new location. The US VOIP telephone line at St. Maarten is 954-376-3855 and Efax is 954-377-0557. For more information, (954) 764-7742 or e-mail info@sacksyachts.com.

Marine Industries Inc has split into two separate divisions in order to better serve our clientele and the yachting community. Our Yacht Sales Division is geared toward providing highly ethical and reliable sales and charter services (www.miiyachtsales.com). Our Yacht Services Division has designed a specialized system for managing the needs of a very diverse client base from cleaning and maintenance to servicing and refits (www.miiyachtservices.com). To our industry colleagues we would like to say thank you for your continued commitment to our full line of services and packaged solutions (www.miiyachts.com).

Classic Yachts International and President Steve Fithian are excited to announce major changes in their office(s). Hal Jones has decided to retire after 41 years in the industry. Steve is now in partnership with George Potochney (also a GB owner) and has retained the same offices, personnel and Grand Banks Dealership. Hal has given his blessings and will be working together with Steve over the next many years. CYI is preparing for their own Open Houses and the next Grand Banks Rendezvous held at the Ocean Reef Club in Key Largo, March 13th - 16th, 2008. They have a number of new Grand Banks on order, including many of the new models, as well as numerous pre-owned Grand Banks yachts available for sale!

Classic Yachts International Now A Dealer For Grand Banks: Classic Yachts International was awarded the dealership for Florida's East Coast by Grand Banks Yachts in October 2007. The company offers the complete line of Grand Banks Yachts, including Heritage, Eastbay and Aleutian Series models from their locations in Fort Lauderdale and Fort Pierce, Florida. Previously, the Grand Banks dealership on Florida's East Coast was handled by Hal Jones & Co. Classic Yachts International is participating in all of the major boat shows in Florida this season and will host a four-day "Rendezvous" for Grand Banks owners at the Ocean Reef Club in Key Largo, Florida on March 13th through 16th, 2008. For more information, call 877-527-2778 or visit www.cyi-ys.com.

United Yacht Sales enjoys record setting month: Peter Schmidt, Founder and C.E.O. is pleased to announce that the month of September was a record-setting month for the firm with closings in excess of \$23,000,000!

Notable September 07 sales are:

2006 Westport 130' Selling Broker: Dave Wooldridge, U.Y.S. Annapolis
2008 Hatteras 77' Selling Broker: Peter Schmidt, U.Y.S. Stuart
2003 Mangusta 86' Selling Broker: Juan Morillo, U.Y.S. Miami

Whiteaker Yacht Sales is pleased to announce that Gary Monnell has joined their team. For the past 14 years, Gary has been a successful yacht broker in the Tampa Bay area. Gary will manage their new office at 100 3rd Ave., West Bradenton, FL.

Sterling Associates is pleased to announce the recent hiring and new addition to our sales executive team: Ms. Caitlin Best. Caitlin brings to Sterling Associates a through knowledge of financing along with a positive attitude & understanding to provide the very best in customer service. Caitlin can be reached at 786-556-6883.

Black Pearl Yacht Sales is proud to announce the opening of a second location on Naples Florida. It will be headed up by our newest team member Carl Meyers. You can reach the office by calling 239-352-5552 or direct emails to cmeyers@BlackPearlYachtSales.com. 550 Port-O-Call Way, Naples, Florida.

Brokers Wes Sanford and John Booyesen hosted 129 captains at the Merrill-Stevens Captains Invitational golf tournament held at the Hillcrest Country Club.

member

BRAND NEW
&
EXCITING!

news

Hatteras Yachts announced its 2007 Dealer Sales Awards at a ceremony held on Oct. 26, in conjunction with the Fort Lauderdale International Boat Show. The night's big winner was Malcolm Verey and his Hatteras Yacht Sales International of Southampton, U.K. Verey received the prestigious Dealer Performance Award, the Top Gun Award, Salesman of the Year, and the Hatteras Passion & Pride award. MarineMax again won the prestigious Sales Leadership Award for generating the most sales revenue during the 2007 model year. MarineMax also was awarded with the Customer Service Award for delivering the highest scores from Hatteras customers after taking delivery of their yachts. Hatteras also recognized individual dealerships for their sales achievement with Gold, Silver and Bronze awards. Hatteras presented Distinguished Sales Achievement plaques to its top salesmen. In addition to Verey, the list included: Agie Vicente, Scott Lucas, Bob Hoste, Clark Sneed, Rafael Torrealba, Chris Cunningham, Frank DeVarona, Tom George, Steve Kleemann and Walter Sea.

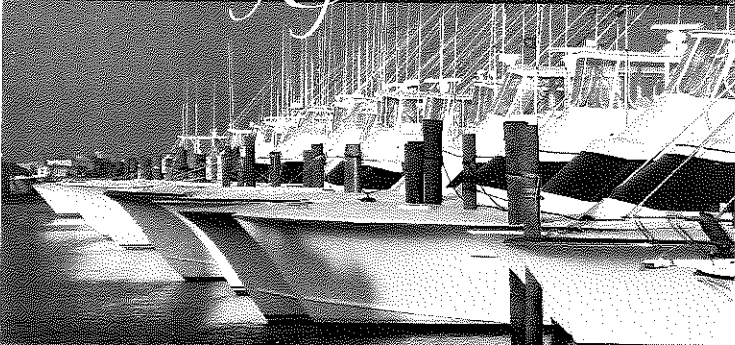
IYC: Mark Elliott and David Nichols central listing, M/Y MISS ROSE sold; MISS ROSE is a 95ft. Heisley built in 1999 with a refit in 2003. Tel: +1 954.522.2323 Email: info@iyc.com Hatteras Yachts enjoyed a solid Ft. Lauderdale

Boat Show despite the potential effect on buyers' enthusiasm. Thanks to a strong international market, the debut of the new 72 Motor Yacht, and the continuing success of its proven line of sportfishing convertibles, Hatteras secured a significant increase in retail sales and stock orders from its authorized dealer network. This combination of retail and stock orders represented the second most units sold at a Ft. Lauderdale show in more than 15 years, and the highest retail value over that same time frame. Leading the charge in that international marketplace was Italy, where retail activity has reached an all-time high. International sales also were secured in the Middle East and South America. In the U.S., sales were spread throughout the nation, with Florida setting the pace.

Merrill-Stevens announced the opening of new brokerage offices in Mexico City as they continue to expand their international presence. Experienced brokers, Jose Arana, Sr. and Jose Arana Jr. will lead the efforts in Mexico City.

The brokerage team for Merrill-Stevens displayed 5 yachts in the Barcelona International Boat Show on the heels of having 18 yachts in the Ft. Lauderdale International Boat Show.

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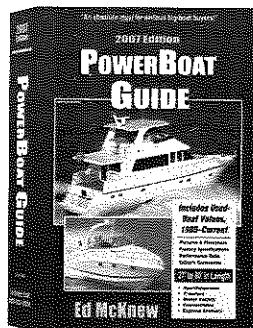
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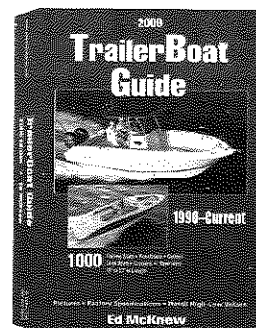
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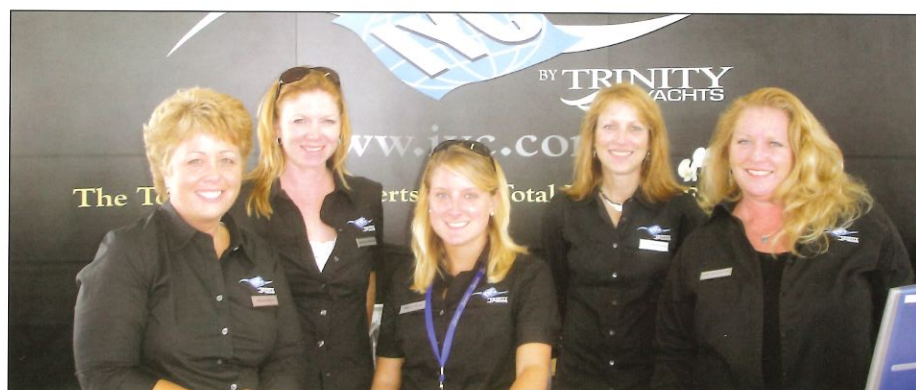
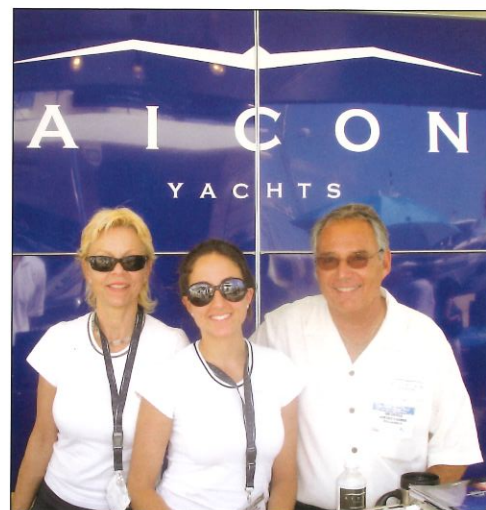
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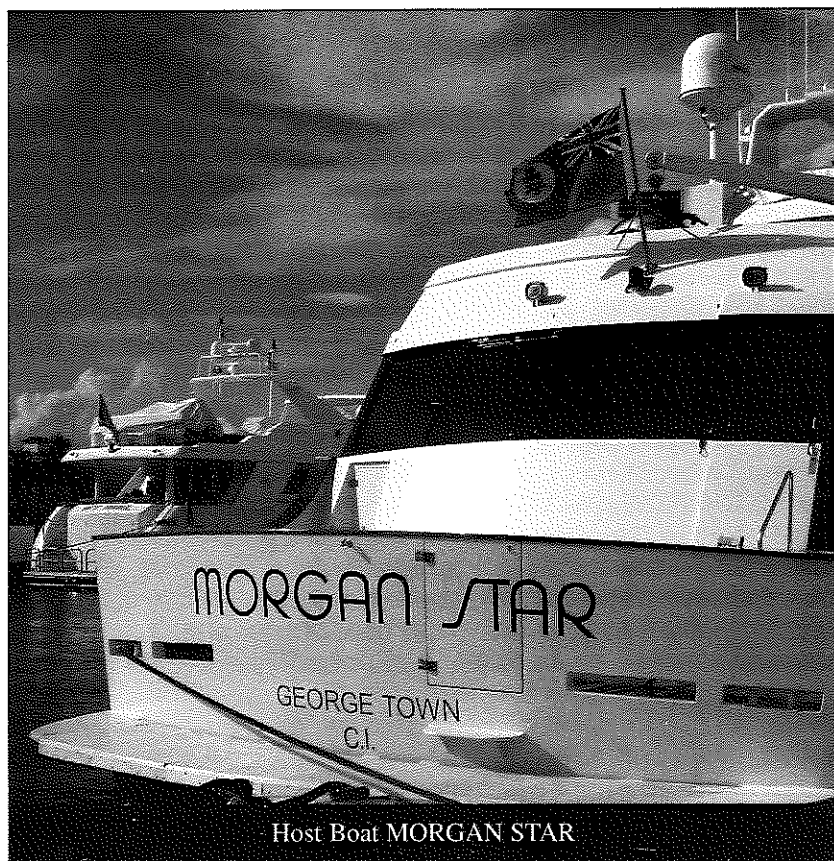
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Faces from the 2007 Fort Lauderdale International Boat Show



Go to page 18 for more on the FLIBS

THIRD THURSDAY BROKERS SHOW



Host Boat MORGAN STAR

In an effort to offer members more bang for their buck, FYBA rescheduled September's Third Thursday Show to October 2nd, one day before the Yacht Sales & the Law Seminar. Thanks to nice weather and a good turn out, the show cruised on to be one of the largest shows in 2007. Just under 100 professionals strolled the docks and took advantage of 27 vessels that were on display. The large assortment of boats ranged from 57' to 124' and proved to be an impressive show of size and luxury. FYBA would like to thank Bruce Schattenburg of the Sacks Group for providing the 121' Heesen MORGAN STAR as host boat.

Special thanks to Jim Foley, Julio Santana and Bob Allen of Trident Funding for sponsoring the refreshments provided by Myra's Personal Touch Catering.

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Ardell Yacht & Ship Brokers are looking for a qualified **Brokers Assistant** who is proficient with Yacht Council, Outlook, Word, and Internet and is able to prioritize projects and work efficiently with brokers. Familiarity with boat industry is a plus. Confidentiality assured. Please contact Craig Cadwalader at craig@ardell.com or 954-525-7637.

Gilman Yachts has just opened a new office in Ft. Myers. We are looking for two **experienced brokers** to join the Gilman team, exclusive dealers for MJM and Horizon Yachts. We are also looking for brokers for our Dunedin office. E-mail resumes to rick@gilmanyachts.com or call 727.210.1800.

The Shipyard Group, Inc. is seeking a **Charter Broker** for our headquarters in Ft. Lauderdale. Candidates must be energetic and professional with at least 4 years experience, a proven track record in charter brokerage/sales, and knowledge of the yachting industry. Contact Gene Douglas at 954-377-3900 or e-mail to gene@theshipyardgroup.com. All inquiries confidential.

The Shipyard Group, Inc. is seeking a **Yacht Charter Coordinator** for our headquarters in Ft. Lauderdale. Candidates must be energetic and professional with at least 2 years experience in yacht charter management and knowledge of the yachting industry. Contact Gene Douglas at 954-377-3900 or e-mail to gene@theshipyardgroup.com. All inquiries confidential.

Events Coordinator/Asst. to GM of Ocean Alexander of Florida. This position will be in our FTL office through May 1st. Coordinate boat shows and Rendezvous and assist General Manager. Multi-tasking and Microsoft Office are musts. High Energy a plus. If you are unable to move to Stuart, we are also looking for a temp through May 1st. Call Cindy Ross, GM 954-779-1903, fax resume' to 954-779-1907 or email to cross@ocenalexander.com

Office Assistant needed for growing yacht sales and charter company. Candidates should be detail oriented with experience in Outlook, Word, and Excel, (ACT! is a bonus). Knowledge of yachting industry required. Willing to train young quick-learners. Please call Daphne at Chamberlain Yachts 954-779-2666.

Allied Richard Bertram Marine Group is looking for **experienced brokers** for its Miami Sales and Service Center. Representing Tiara, Azimut, Bertram and Maritimo Yachts. One of the largest brokerage organizations in the world. Contact Jon at 772-692-1122.

4Yacht, Inc. is looking for an **EXPERIENCED Yacht Broker** for its Ft. Lauderdale office. Excellent payout splits, pay on day of close, great leads, and large yacht listings available to market for the right person. Other broker positions available worldwide. Brokers with established book and clients only need apply. Contact Craig Timm at 954-914-9326 or craig@4yacht.com. Confidentiality assured and respected.

Extremely busy yacht brokerage in Ft. Pierce is seeking experienced, reliable **salespeople** for both power and sail. Please fax resume in confidence, Florida Coast Marine/FCM Yacht Sales 561-296-3188.

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Yacht Salesperson/Broker Positions Available: Dwight Tracy & Friends is currently seeking experienced sales people to join their growing team. All inquiries will be kept confidential. Contact Michael Tyrrell at the office 954-767-0007, on his cell 954-325-3461, or via e-mail Michael@dwhighttracy.com to discuss this great opportunity.

Northrop and Johnson's Ft. Lauderdale office is seeking to fill the position of **Director of Outreach / New Business Development**. This position will partner with all profit centers and focus on outreach events and other activities that promote revenue growth. Applicants must have excellent communication skills, a flexible schedule and be able to work evenings, weekends and holidays as necessary; travel required. Experience in charter management, crew placement and other yacht service businesses preferred. Please email your cover letter and resume to yipps@njyachts.com.

Northrop and Johnson's Ft. Lauderdale office is seeking a full-time **Charter Broker Assistant**. Applicants must have strong computer skills, excellent communication and people skills, be organized, efficient, able to multi-task, handle travel arrangements and be experienced with dictation transcription. Knowledge of ACT, Word and Outlook preferred. Knowledge of MYBA, AYCA, and CYBA contracts a plus. Experience in the yachting industry is preferred. Please email your cover letter and resume to yipps@njyachts.com.

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Executive Director; part time position for major yacht brokerage firm with multiple offices. Candidate should possess first class communication and business management skills, with a knowledge of the yachting industry being helpful. Please respond to 401-965-3258.

on the move



Classic Yachts International welcomes a new broker in their Fort Lauderdale office - Richard Tighe, CPYB, formerly with Ocean Alexander. 1900 SE 15th Street, Ft. Lauderdale, FL 33316. Phone: 954.527.2778, Fax: 954.527.2838. rich@cyi-ys.com

William D. Thompson, formerly with The Marine Group of Palm Beach, Inc., is now the employing broker of The Marine Group Gulf Coast, Inc. The Marine Group Gulf Coast, Inc., 646 E. Highway 98, Destin, FL 32541

Whiteaker Yacht Sales is proud to announce the opening of another location. The new office is in Riverwalk Professional Park located at 100 3rd Ave. West in Bradenton, FL. All contact information will be the same. Phone 941-776-0616 or 888-717-7327 www.whiteakeryachtsales.com

Sandy Carney, formerly with Churchill Yacht Partners, is now with Sanderson Yachting, LLC. 223 Wapping Rd., Portsmouth, RI 02871, Phone: 401-338-6866, Fax: 401-848-2827. www.sandersonyachting.com

Josh Gulbranson, formerly with Churchill Yacht Partners, is now with Fraser Yachts. 1800 SE 10th Avenue Suite 400, Ft. Lauderdale, FL 33316. Phone: 954-463-0600, Fax: 954-763-1053. Josh.gulbranson@fraseryachts.com

Carl Meyers, formerly of Naples Yacht Brokerage, has joined Black Pearl Yacht Sales, heading up their new Naples, Florida location at 550 Port-O-Call Way, Naples, Florida 34102, phone 239-352-5552, fax 888-726-8690, email cmeyers@BlackPearlYachtSales.com

George Ivey, previously with Atlantic Yacht & Ship, has joined HMY in their Jacksonville office. 13846 Atlantic Blvd, Jacksonville, FL, 32225 Office/904-221-2228 Fax/904-221-2112, Cell/904-476-7831 Email: givey@hmy.com
Stuart Yacht Sales has opened a new office in the Manatee Pocket in Stuart. This is designed to service the high-end yacht Buyer and Seller. 4805 SE Dixie Highway, Stuart, FL 34997 Ph: (772) 283-9400 Fax: (772) 220-7496. In addition to our brokerage boats at the Stuart Corinthian Yacht Club, we have a twenty slip Stuart Yacht Sales Brokerage Marina behind our new location. SYS@StuartYachtSales.com

United Yacht Sales is on the move! Michael G. Ferris, Director of Sales & Marketing, is pleased to announce that United Yacht Sales will be moving into their new National Headquarters on December 1, 2008. United Yacht Sales new address: United Yacht Sales, LLC National Headquarters, 701 North Federal Highway, Suite 301, Stuart, FL 34994 All telephone, facsimile and emails remain the same.

Bob Anslow has left United Yacht Sales and is now affiliated with Lazzara International Yacht Sales located at the new offices, 2955 West State Road 84, Marina Mile, Fort Lauderdale, FL 33312. Office 954.522.2118, 561.248.5122 mobile, banslow@lazzarayachts.com.

Neptune Group Yachting is pleased to announce that Nancy (Button) Latinette has joined the organization as their newest Charter Agent. Most recently she was the Yacht Charter Services Manager for the Shipyard Group. Neptune Group Yachting is very pleased to have her aboard.

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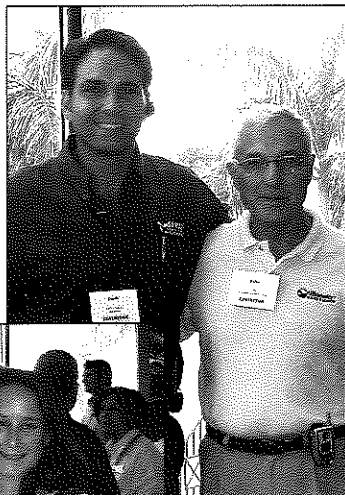
Island Global Yachting

They FYBA Charter Committee reports that over 100+ charter brokers, managers, clearing houses, yachting publications and various industry individuals attended the Charter Destinations seminar at Pier 66 on **October 10, 2007**. Charter Committee members were responsible for securing 10 exhibitor tables displaying everything from yacht wear, communications, provisioning, yacht transport, wine stores, marina's crew training/placement and books & charts to make this one of our most successful seminar's to date. Lunch was served prior to the seminar and the day began with presentations from Captain Neil Emmott, 173' M/Y PASSION on cruising Croatia, Captain Jared Burzler, 130' CHARISMA on Antigua's chartering season, then Island Global Yachting spoke about developing and managing luxury marina's and the yachting lifestyle world-wide.

After taking a little break, the seminar resumed with Captain Herb Magney, 125' MILK & HONEY describing escaping from our everyday life and chartering in the Bahamas. The final speaker was Captain Colin Griffinson, 114' PACIFIC YELLOWFIN with a wonderful slide presentation of the pristine beauty of Desolation Sound in British Columbia. It made all attendees want to sign up for the next "fam" trip. The presentations had something for everyone; from a breathtaking trip through the beautiful terrain of British Columbia, to a Tropical escape to Antigua, to a unique journey to Croatia, and to a romantic get away in the clear waters of the Bahamas. Shannon McCoy with Showboats International gave the final presentation covering the breadth of the megayacht industry. Thanks to Rupert Connor for doing a great job moderating the seminar.

Representatives from IGY were presented an Award in recognition of their sponsoship of FYBA 2006 & 2007 Charter seminars.

*VP Bruce schattenburg,
Susan Neugent with IGY, Jeff Boyd of IGY*



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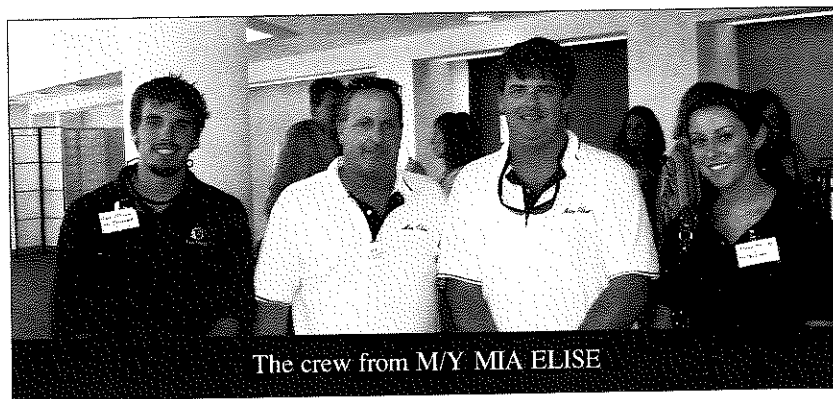
Congratulations to Lisa Russo of Merrill Stevens for winning a wine basket compliments of 7th Street Wine Co.

The members of the FYBA Charter Committee wish to thank all attendees and FYBA for their great support to this great industry. More seminars are in the works and will be announced in the next few months.

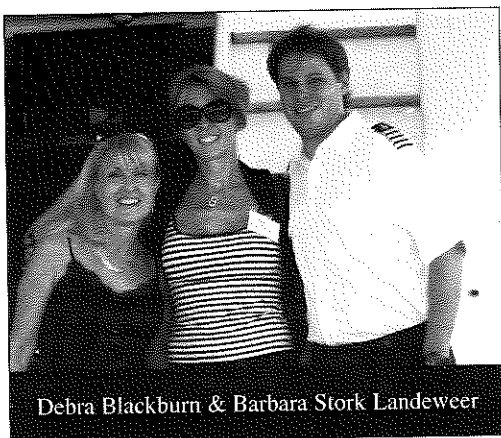
--Marian Walker, The Marine Group

October Charter Open House

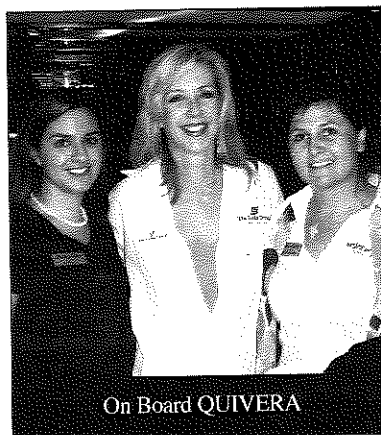
The October Charter Open House immediately followed the Charter Destinations Seminar with 12 yachts on display. Over 100 professionals viewed the vessels and took the time to socialize and enjoy an assortment of delicacies provided by the crew of each yacht. Thanks to Churchill Yacht Partners, The Sacks Group, Merrill Stevens Yachts, Robert J. Cury & Associates, Northrop & Johnson and The Shipyard Group for placing their vessels in the show. A good time was had by all.



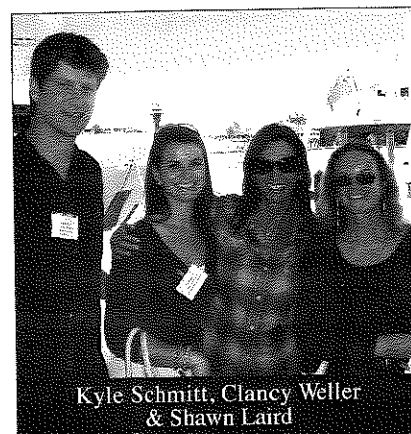
The crew from M/Y MIA ELISE



Debra Blackburn & Barbara Stork Landweer



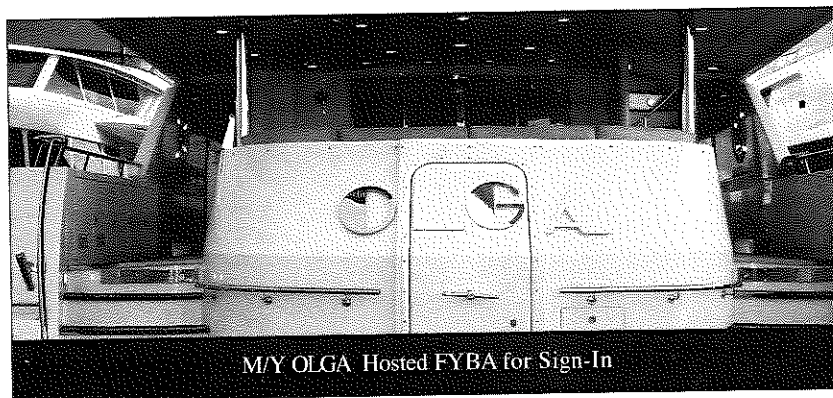
On Board QUIVERA



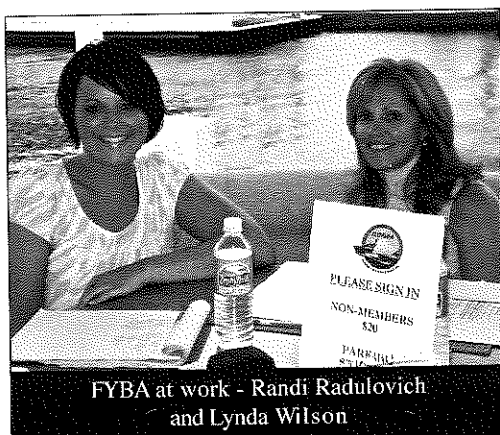
Kyle Schmitt, Clancy Weller & Shawn Laird

November Charter Open House

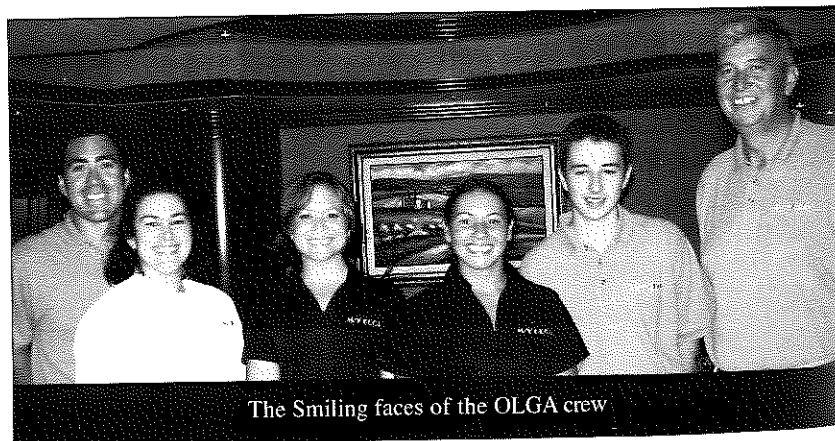
Afternoon showers didn't stop the November Charter Open House from drawing a large crowd. Around 50 professionals toured the boats on display and sampled delicious treats courtesy of the chef. 8 vessels took part in the show, ranging in size from the 70' Azimut SEAS THE MOMENT to the 121' Heesen OLGA. FYBA would like to thank Churchill Yacht Partners, Robert J. Curry & Associates, The Sacks Group, Custom Yachts Int'l., Hargrave Custom Yachts & Neptune Group Yachting for placing their yachts in the show.



M/Y OLGA Hosted FYBA for Sign-In



FYBA at work - Randi Radulovich and Lynda Wilson



The Smiling faces of the OLGA crew

Northrop and Johnson's Fort Lauderdale office announces M/Y ARGYLL nominated for 2007 ISS Distinguished Crew Award. This prestigious honor is designed to "recognize yacht crew whose distinguished acts of service best exemplify the standards to which professional yacht crew aspire." Earlier this spring, while in transit from St. Thomas back to Miami, the crew aboard M/Y ARGYLL came to the aid of a boat that had ran out of gas, lost a propeller on one of their two outboards, and had been drifting for a few days without food or water. The crew secured the yacht and gathered all the extra water onboard, any fruit or other perishable food, blankets and first aid supplies. Then they placed a satellite call to the U.S. Coast Guard in Key West and waited for their arrival.

IYC (International Yacht Collection, LLC.), is pleased to announce that they have added two yachts to their charter fleet available in the Caribbean this winter. The new 2007 146ft. Christensen M/Y PARTY GIRL can accommodate 12 guests in 6 staterooms, with a rate of US\$185,000 per week. The 2002 Intermarine M/Y BALAJU is 146ft. and is also available with a rate of US\$145,000 per week. She can accommodate 10 guests in 5 staterooms. Tel: +1 954.522.2323 Email: charter@iyc.com.

Hargrave Yachts Brokerage and Charter proudly introduces the 94' Hargrave Sky Lounge SASSY to the charter market under new ownership and with a new international crew. M/Y SASSY sleeps up to 8 guests in 4 staterooms. Starting with the 2007/2008 Winter season, SASSY will be taking charters in the Bahamas and Florida with a rate of \$38,000 per week plus expenses. She will cruise to New England for the Summer and then to the Bahamas and the Caribbean for the 2008/2009 Winter season. Please contact Mike DiCondina at (954) 463-0555 or email miked@hargrave.org.

Allied Yacht Charters Just Signed A Lovely 72' San Lorenzo-SUGAR MAGNOLIA-Basing out of Nassau, Bahamas she is chartering at a rate of \$23,500/week plus all and for an additional \$3,500 you can have her 25' tender. Complete with dive, fishing and snorkel gear, a waverunner and accommodations for up to 8 guests.

CNI's presence at the Fort Lauderdale Show was our most successful to date, with some great yachts on display, including the 48m Kanaloa from CRN, the 35m Azure Leisure form Palmer Johnson, and a 25m Benetti Classic Grand Coroto, amongst many others on display at one of CNI's two locations at the Face Dock and the Las Olas Marina where new CA GRIFF was shown. CNI had an extremely successful show with some brokers announcing several offers on just the second day.

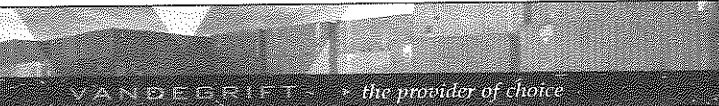
CNI In Antigua: Starting off the winter season in the Caribbean, the Antigua Yacht Charter Meeting, from the 5th to 11th December, welcomes 15 yachts, including a recent offering from the Proteksan-Turquoise yards, the newly launched 50m Odessa; and the brand new 33.5m Turkish Gulet Shanti. Other yachts on display from CNI include motor yachts Lazy Z (51.4m), High Chaparral (50m), JO (50m), Chantal Ma Vie (46.5m), Monte Carlo (40.2m), Parvati (39.7m), Java (36.9m), new CA's Lady Rita (34.8m) and Symphony II (34m); as well as four spectacular sailing yachts Sea Shuttle (28.35m), Sojana (35m), Magdalu Terzo (35m), and Carl Linné (23m).

CNI ONBOARD FOR THE SUPERYACHT CUP ANTIGUA: CNI are one of the latest sponsors to sign up for The Superyacht Cup Antigua, which will be held in Antigua in Nelson's Dockyard from the 12 - 15 December 2007. The SYC Antigua entry list currently stands at 8 yachts, including the 35m Sojana from CNI, with another 4 promising to confirm shortly. Following on from the Antigua Yacht Charter Meeting, the Superyacht Cup is a great way to kick off the Caribbean season, giving owners and crew the perfect opportunity to get out and do some great sailing before they go off around the Caribbean for the winter season.

UPCOMING EVENTS:

4th Annual MYBA Caribbean Charter Show
December 3-7, 2007 St. Maarten

46th Annual Antigua Charter Yacht Show
December 5-10, 2007 Antigua



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the bottom line

Fast Facts for Florida Business Leaders

A Letter from DBPR Secretary, Holly Benson

Dear Friends:

Prices ranged from \$150 to \$150,000,000 at last week's Fort Lauderdale International Boat Show, and altogether there was \$2 billion worth of superyachts, boats, marine accessories and more on display. From megayachts to inflatables, the array of boats along Fort Lauderdale's intercoastal waterway was extremely impressive.

The DBPR regulates the yacht and ship broker industry and license 2,665 yacht brokers, and at the boat show, we met with Barbara Tierney and Whit Kirtland from Merrill-Stevens Yachts and Jeff Erdmann from Bollman Yachts to learn first-hand about their industry. And as Barbara, Whit and Jeff explained, not only do firms like theirs serve as yacht brokers they also offer yacht management, charter marketing, charter brokerage and crew placement.

According to Go Riverwalk Fort Lauderdale, South Florida's marine industry generates \$13.6 billion of Florida's \$18.4 billion economic impact. Beyond just

yacht sales, significant dollars are spent on obvious expenses like repairs, provisioning and dockage, but yacht

owners also spend considerable sums on upgrading furniture and outfitting their boats with fishing equipment. One boat owner told us he spends \$1,000 per week on painting his boat.

The industry continues to grow, and because of its impact on the state and south Florida in particular, we will continue to set high standards for the regulation of yacht and ship brokers.

Sincerely,

Holly Benson- Secretary
Department of Business and Professional Regulation
www.MyFloridaLicense.com

*Along with Holly Benson, other DBPR representatives visting the show were DBPR Yacht & Ship Broker's Program Section Head Vicki Bedford and Deputy Secretary Chuck Drago. Thanks to Whit Kirtland, Jeff Erdmann and Barbara Tierney for playing host to visiting DBPR representatives. DBPR investigators, Vicki Bedford and Louise Sokol, reported that they will be following up on various violations discovered during spot checks at FLIBS.

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Tidbits...

source: Sun-Sentinel

EMPLOYERS: Florida's minimum wage is \$6.79 per hour effective January 1, 2008 for all hours worked in Florida. Employers must pay a direct hourly wage of \$3.77 as of January 1, 2008 for "tipped employees" who meet the eligibility requirements for the tip credit under the Federal Fair Labor Standards Act (FLSA). Each employer who must pay the Florida minimum wage must prominently display a poster in an accessible place to employees. The poster can be downloaded at www.floridajobs.org/resources/flminwage. A Florida employer required to pay employees the federal minimum wage must also post the federal poster, which can be downloaded at www.dol.gov/esa/regs/compliance/posters/flsa. **Felling Pain at the Pump?** Find the lowest gas prices in Broward, Palm Beach and Miami-Dade counties by going to Sun-Sentinel.com/cheapgas.

Booking Online Not Always Least Expensive for Business Travel:

Business travel itineraries booked on public Internet sites such as Orbitz, Expedia, Travelocity, and the airlines' direct sites have been found to average \$75 more per itinerary than those booked by a corporate travel agency, according to a study conducted by Topaz International.

Train Keeps on Truckin': The US Senate agreed to a \$11.4 billion bill to keep Amtrak, America's money-losing national passenger railway system, running for another six years.

"When we give Amtrak the resources it needs, more Americans take the train," said bill sponsor Sen. Frank Lautenberg, D-N.J. "When travelers choose the energy efficiency of rail over cars and planes, they reduce gridlock, help combat global warming and even reduce our reliance on foreign oil."

Amtrak, created by Congress in 1970, last year carried nearly 26 million passengers. In fiscal year 2006 the railway earned about \$2 billion and incurred about \$3 billion in expenses.

YachtFest San Diego Sets Record With Largest Show Ever:

YachtFest 2007 went off in record-setting style this year with its largest ever showcasing of yachts and increased attendance, reflecting the growing interest in yachting and San Diego's commitment to becoming a premier destination for superyachts and yachting enthusiasts. More than \$50 million worth of boats, yachts, super yachts, electronics, engines and other accessories from major international manufacturers were on display and for sale.

A recent county court decision that found an anchoring ordinance near Marco Island, Fla., in violation of state law could lead to a statewide solution for the patchwork of local anchoring laws, according to BoatU.S.

The Marco Island ordinance restricted recreational boaters to a maximum 12-hour anchoring period when located within 300 feet of a seawall, and a maximum six-day anchoring period anywhere beyond that distance. In an Oct. 26 decision, Collier County judge Rob Crown said the ordinance was "an unlawful regulation of publicly owned sovereign waterways in violation of Florida law."



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Manatees Endangered Status Up for Vote at December Meeting

(sun-sentinel.com)

The controversial vote -- which has been delayed time and again for the past several years -- could be deferred yet again. A vote to move manatees from endangered down to threatened is back on the Florida Fish and Wildlife Conservation Commission's agenda for the December meeting in Key Largo, but it may land on the back burner amid the contentious debate over what to call the state's official marine mammal.

In the case of manatees, the debate over renaming the manatee status has renewed controversy over what it means to be endangered and how that should be handled in Florida. The manatee has been ranked as an endangered species from the very first federal list drawn up in 1967 and under state law in 1979. State and federal officials have said the animal is no longer on the brink of extinction and may be considered under the less-dire category of threatened species.

One of the issues facing the industry is the FWC is using a classification system to downlist manatees that desperately needs to be revised.

In September, Governor Crist requested the FWC postpone their vote on downlisting manatees from "endangered" to "threatened" status in Florida. Calling the manatee "one of our state's beloved natural resources," in a letter issued on September 10th, Governor Crist urged them to postpone their decision given the need for a better method to estimate the manatee population and the record 417 manatee deaths in 2006.

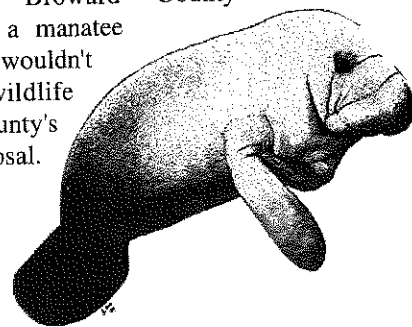
Manatees A Concern in Hallandale Beach Plan

(South Florida Sun-Sentinel)

U.S. Army Corps of Engineers is seeking public comments and input from the Florida Fish and Wildlife Conservation Commission before it makes a decision on the city's planned public marina, it said in a public notice issued November 8.

The notice said the agency "has determined the proposed project may affect the endangered West Indian manatee ... or its designated critical habitat." The agency is among several permitting authorities that must sign off on the \$800,000 project, a 19-dock marina with 32 boat slips.

Among other obstacles slowing the city's plan is a moratorium on new marinas until Broward County commissioners approve a manatee protection plan. The ban wouldn't be lifted until the wildlife agency approves the county's manatee protection proposal.



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Not Your Father's Broker

Barb Tierney, YachtCouncil.org

The mid 90's changed our lives forever. The advent of the "browser" brought us a new world of pictures. At first, skeptics were certain that this internet thing was a trend for college students and for the first few years they were probably right. Networks were widely available through the education system and available to the public through a limited number of dial up services. This article is the first in a three part series that will take a look at the past, present and future through the eyes of YachtCouncil.org and the brokers who conceived this industry driven multiple listing. We hope this will provide insight to the road we've traveled and the path that technology is taking us.

The original internet was a far cry from the "information highway" that we know today. But even though it was cumbersome and slow, it showed us the beginnings of things to come. At that time, yacht buyers had not yet embraced the internet as anything more than a new form of interactive entertainment with a few buyers curious and surfing around at random. Early on, when baby boomers were still the majority of the yacht buyers, the internet was viewed as an extension of a word processing function. There was awareness and intrigue, but they did not have time to learn to become proficient. Instead, they relied upon their secretaries and assistants to learn the internet and then pass on a summary of what was found.

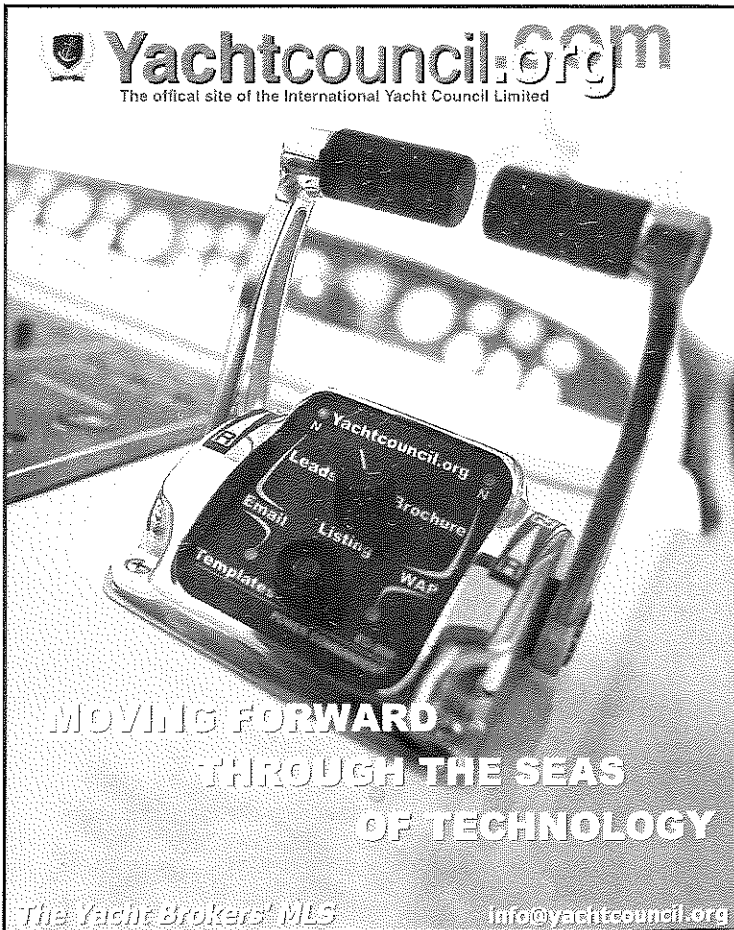
Now, more than a decade later, buyers are not just computer savvy, many of them made their money in the computer industry and a growing number are part of a whole new population called the netgen. Even the baby boomers from the 90's (who are now 15 years older) are savvy enough to be on their second and third Blackberry. What we're looking at today is not only an exponential growth in technology delivering the message, but at the same time, we are starting to reach a new type of buyer with very different habits.

Pictures on the internet were just the tip of the iceberg. Underneath the tip there is a whole new world of distribution channels yet to be explored. The new 21st century economics are destined to redefine the 80-20 rule. In fact, there's already a new phase referred to as the 98% rule describing niche markets and the market of multitudes. The internet has introduced countless new niche markets by taking us from costly mediums that show "1 item to Millions" to a new revelation of being able to show "Millions a single niche item". Making niche items available to millions is best described as Long Tail distribution. To understand this, I highly recommend "The Long Tail" written by Chris Anderson published in 2006.

The Information Age gave rise to a dramatic growth of new "Yacht Brokers". Before this era, the brokerage industry was

reserved for a small number of people who could afford the rather costly glossy advertising, or had extensive contacts and ability to network with buyers. Now, the barriers to entry are minimal and the brokerage business has grown from a best guess of about 550 legitimate Brokerage firms in the 90's to what is now guesstimated to be close to 3,000 "Brokerage firms" many of which are comprised of single brokers. Even brokers within the larger houses are starting to put out marketing materials to gain individual attention. We're seeing broker websites, classified ads, custom mailings and countless other innovative prospecting ideas. This is actually something that the real estate industry has been doing for years, but until now, economies of scale were necessary to reach the boat buying public. Today, those barriers have all but been eliminated and the larger companies are moving to value added services, while the smaller brokers are selling to the new infinite "Long Tail".

All of this presents a few other important points to be discussed another day. How are brokers using technology to find and interact with buyers and most of all, where might this headed for brokers and buyers.



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Congratulations go out to David Erdman of Ocean Alexander of FL, Brian Hill of Yacht Central LLC, Dennis Kennedy of Florida Coast Marine, Tony Kordowski of Galati Yacht Sales, Alan Learch of Allied Richard Bertram, Eric Sass of Galati Yacht Sales, Pep Shappee of Galati Yacht Sales, Gregg Somerville of Galati Yacht Sales and Ed Whiteaker of Whiteaker Yacht Sales who recently obtained their CPYB designation. They are members of the Florida Yacht Brokers Association. If you know one of them please call or send him an email congratulating him on his achievement! 419 and counting!

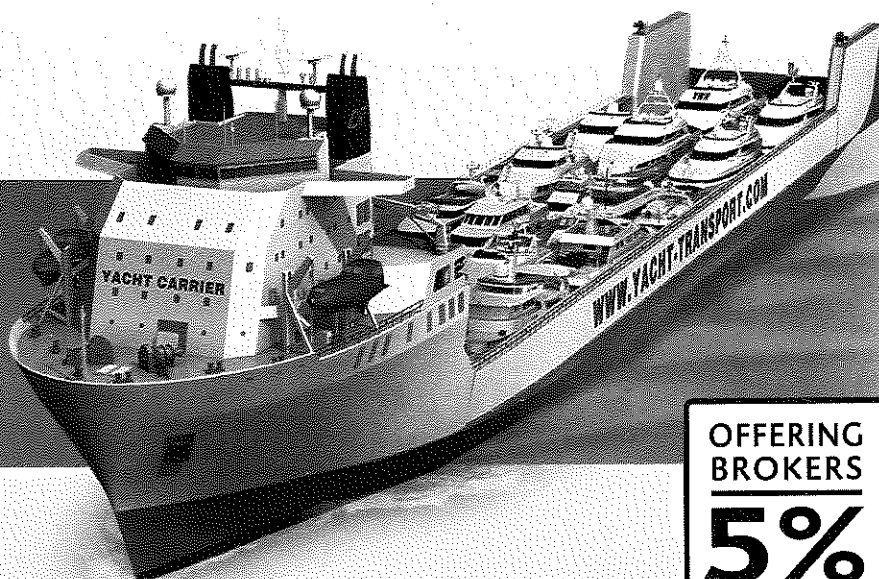
CPYB Study Guide Available Online

Those striving to earn CPYB accreditation can now prepare for the exam by taking advantage of the comprehensive new study guide. The new study guide covers the Yacht Broker's Body of Knowledge, which includes Laws & Regulations, Technical Knowledge, Broker Transactions, Broker Responsibilities and Broker Ethics.

The guide also covers the Code of Ethics, Contractual Agreements and includes a glossary and appendices. Test-taking strategies and sample questions to help brokers prepare for the exam are also included.

For more information or to place an order go to www.cpyb.net.

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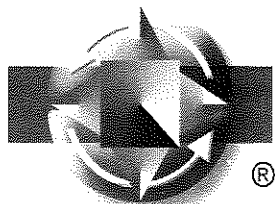
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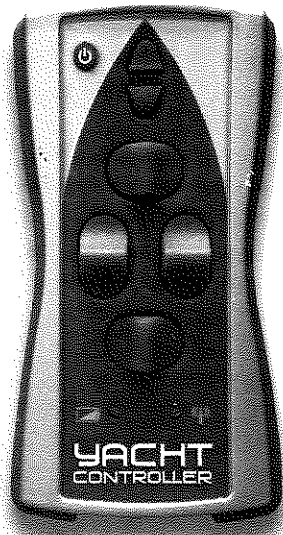
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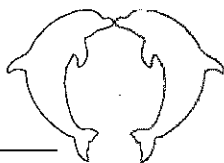
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MIASF Acquires Fort Lauderdale Billfish Tournament

The Marine Industries Association of South Florida is pleased to announce that the organization is the new owner of the Fort Lauderdale Billfish Tournament. The Association has acquired the event from The Fort Lauderdale Billfish Tournament Inc., and the two organizations will continue to work together to produce the five-day event, which is scheduled for February 27th to March 2nd, 2008. MIA SF also announces that a seafood and music festival will be included for the first time in the 2008 Fort Lauderdale Billfish Tournament.

"We are pleased to be the new owners of this well known and respected popular fishing tournament, which has been part of the City of Fort Lauderdale's recreational activities for so many years," stated J.J. McConnell, President of MIA SF. "This purchase is a re-commitment on the part of MIA SF not only to the marine industry and the recreational boaters in this region who enjoy fishing, but to the entire community who can participate in the added events that will truly reflect the lifestyle of South Florida and the reasons we all live here."

For more information or to register for the Fort Lauderdale Billfish Tournament, visit www.miasf.org or www.lauderdalebillfish.com. You may also contact Gordon Connell at 954-524-2733, gordon@miasf.org or Mark Constantino at 954-786-4778, mark@lauderdalebillfish.com.



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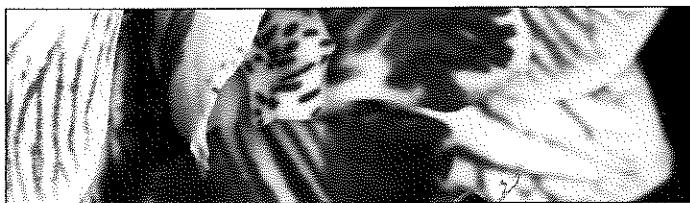
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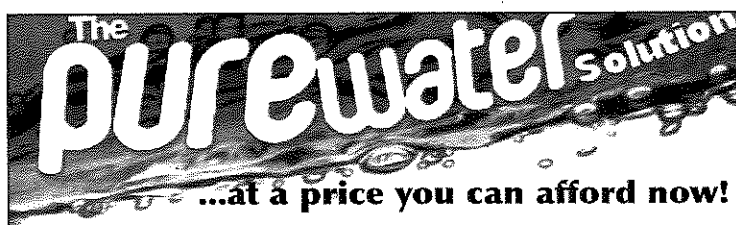
In Memoriam

Carole Manto

November 12, 2007

Carole Manto, one of the yachting industry's most influential crew placement agents, passed away peacefully on Monday, Nov. 12th after a long battle with a chronic pulmonary disease. It is a blessing that she no longer has to suffer and we will all remember her for the beautifully elegant and feisty woman that she once was.

While Carole loved flowers, those who wish can make donations in Carole's name to either the Humane Society or the American Lung Association. Her husband, Richard, can be reached at 954-610-4707 or richard@rmanto.com.



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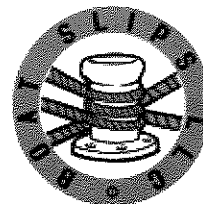
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Looking for a nice spot to dock your prize possession we have it. Boat Slips L.L.C. manage private marinas centrally located in Aventura, FL.

This is not one of those mega marina centers where nobody knows anybody. These are small gated community marinas offering slips up to 100 FEET WITH all the essential requirements a boat owner needs. Electric hook ups of 30-50 & 100 amps. On site dock master and mate for added services such as interior/exterior boat cleaning and monthly maintenance services. Prime location near the Lehman Causeway Bridge and very close ocean access through Haulover.

Mediterranean & West Coast Mexico opportunities.

Through our network of partners Boat Slips L.L.C. has the opportunity to offer marina services in the Mediterranean and the West Coast of Mexico.

We provide a full range of services including assistance with your logistics and marina accommodations.

Call Boat Slips at (305) 537-0172



2008 ANNUAL DINNER MEETING

LOCATION

The Coral Ridge Yacht Club
2800 Yacht Club Boulevard
Fort Lauderdale

PLATINUM SPONSORS

Moore & Co. & Westport

BAND SPONSOR

Bank of America

Company Name _____

Address _____

Phone _____

Fax _____

Name(s) _____

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Please reserve _____ places for the Jan. 26th Dinner Meeting @ \$ 50/person

If you would like to bill the amount due to your credit card, ☐ Visa ☐ MC ☐ Amex
please complete the following information:

Credit Card Number _____

Expiration Date _____

Billing Address/City/Zip Code _____

CVV Code
(3 digits on the back of the card)

Signature _____

(as it appears on card)

Name _____

Cocktail Reception 7pm • Dinner & Dancing 8:30pm-11:30pm

Please return with
check to:

FYBA
P.O. Box 460044
Ft. Lauderdale, FL
33346

Note: Cancellations
should be made 24hrs
in advance. No-shows
will be billed!

Friday, January 25, 2008
at 7:00 pm

The Coral Ridge Yacht Club
2800 Yacht Club Blvd
Fort Lauderdale

RSVP by Jan 16

For additional
information,
contact:

Phone: 954-522-9270
Fax: 954-764-0697

PO Box 460044
Ft. Lauderdale
FLORIDA
33346

954.522.9270
Fax 954.764.0697
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Band for Annual Dinner Meeting

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Mike Whitt

*For 2008
Sponsorship info:
call FYBA at
954-522-9270
or email
fyba@fyba.org*



*Wishing You a
Joyous Holiday Season
&
Happy New Year*

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