

COMPASS

IYBA

A publication for
the Members of the
International Yacht
Brokers Association



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*see website for full Committee listing

My Take:

BY CYNTHIA SAILOR, IYBA

A Few Good Men and Women

As recent history has demonstrated, elections matter. And this year's IYBA election is no exception. If you are unfamiliar with the process, IYBA has 11 elected Board of Directors, each of whom serves a two-year term. For the 2018 election there are four seats up for grabs.



Now many people may think that being on the Board is a cushy designation. And granted, Board seats are highly coveted. But having a position on the IYBA Board of Directors is more than just a glamorous title. In addition to showing up for each monthly Board meeting, each Director is expected to chair one of our sub-committees, such as Public Affairs, Boat Show, Forms, Membership, Seminars, or Advertising and PR to name a few. Each committee carries huge responsibility and can have a significant impact on IYBA's operating budget, on association policy and on the marine industry overall. The committees also can be very time-consuming. All told, each Board member spends 10 to 15 hours a month on these volunteer positions with no compensation for his or her time.



IYBA Board Members and Officers at the Annual Meeting, from left to right: Jeff Stanley, Staley Weidman, Paul Burgess, Bob Denison, Executive Director Cindy Sailor, Bob Zarchen, Grant Henderson, Paul Flannery, Bob Saxon and Andy Miles. Not pictured: Jeff Partin.

Now let's think about the impact one of these committees can have. Consider for a moment IYBA's signature legislative win: the \$18,000 sales tax cap. Prior to 2010, any yacht sold in Florida was subject to the regular sales tax rate of 7%. Considering the high purchase price of many yachts, that 7% sales tax was a huge impediment for some buyers. It forced transactions offshore, and I'm sure it dissuaded more than one hesitant client from coming to the closing table.

After three impact studies commissioned by IYBA, and with Tallahassee legislators reluctantly anticipating a \$1.4 to \$1.5 million reduction in collected tax revenue, our Public Affairs committee was successful in

convincing the state to limit yacht sales tax to \$18,000 maximum. In the first year after the tax cap's passage, the state actually collected \$13,460,000 – roughly 13 times the amount it had ever previously collected. This legislation also has become a model that many other states have followed since it passed in Florida. I think we'd all agree this change has had a very positive impact for our members and for the yachting industry as a whole.

The Boat Show Committee is another high-stakes group. Half of IYBA's annual operating budget is funded by the Miami Yacht Show proceeds, and we have an intense obligation to our members, the exhibitors and our show organizer partners to make sure the show is productive and profitable for all participants. There have been significant investments and changes made over the past couple of years, and the evolution of the show continues with the new management by Informa. We look forward to this February's Miami Yacht Show being bigger and better than ever, and the Boat Show Committee is working closely with Informa on this effort.



Speaking of our Board of Directors, I would be remiss if I did not highlight the impending retirement of Mr. Robert Zarchen. Bob has served on our association's Board for 25 years in many capacities, including as President in 1996, Treasurer and keeper of the checkbook for over 11 years, chairman of the committee for the Yacht Sales & the Law seminar now in its 23rd year, inventor of the Yacht

Engineering Seminar now entering its 4th year, founder of the IYBA Annual Golf Scramble, and arguably IYBA's most recognized ambassador. He has been HUGELY instrumental in the growth and success of IYBA over the years. Bob will be sorely missed.

Ultimately, my message to anyone wishing to get involved is that serving on the Board of Directors for the International Yacht Brokers Association is rewarding, demanding, and not for the faint of heart. But you too can create a legacy that will benefit the association and our industry now and generations to come. Please contact me as soon as possible if you wish to run. And everyone please remember to vote!

Cheers,

Cindy

Cynthia Sailor



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Cuba Embargo Tightened But Country Still Open to Yachts



Havana, Cuba

In November, new rules were announced which tighten the economic embargo on Cuba. The changes increase restrictions on travel to the island and prohibit Americans from doing business with hotels, stores and other businesses tied to the Cuban military.

The Department of the Treasury's Office of Foreign Assets Control (OFAC) and the Department of Commerce's Bureau of Industry and Security (BIS) announced amendments to the Cuban Assets Control Regulations (CACR) and Export Administration Regulations (EAR), respectively, to implement

BY CLAY NAUGHTON, Attorney, Moore & Co. P.A.

changes to the Cuba sanctions program announced by President Trump in June. The State Department is taking parallel steps to implement these policy changes, which have the stated purpose of "channeling economic activities away from the Cuban military, intelligence, and security services, while maintaining opportunities for Americans to engage in authorized travel to Cuba and support the private, small business sector in Cuba." The changes took effect on Thursday, November 9, 2017, when the regulations were published in the Federal Register.

According to Treasury Secretary Steven Mnuchin: "We have strengthened our Cuba policies to channel economic activity away from the Cuban military and to encourage the government to move toward greater political and economic freedom for the Cuban people"

The most significant change affecting American travelers is the elimination of the individual people-to-people license. People-to-people travel will once again be limited to trips involving authorized tour operators, and tour guides, who will have to accompany the groups in Cuba. Travelers will also have to be careful when selecting on-island accommodations not to choose a hotel connected to the Cuban military and on the State Department's List of Restricted Entities.

The good news is that the new regulations will not prevent yachts from traveling from the United States to Cuba. Moore & Co. has advised more than 250 yachts in how to legally travel to Cuba and will continue to do so under the new rules.

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Beach in Havana, Cuba



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New Guidance on the Temporary Admission Regime in the European Union

When the Union Customs Code (UCC) and its implementing acts (“Delegated Acts” or “DA”) went into force in May 2016, it brought about minor but decisive changes to the temporary admission regime for yachts, more specifically regarding the conditions for entry in the EU customs territory and the use of said yachts within that territory.

On first entry into the European Union (EU), goods normally are subject to customs duties and VAT, the latter at a rate varying between 18 % to as high as 25% of the value of the goods depending on the EU Member State where the entry is made.

Means of transport such as yachts can enter the European Union (EU) customs territory, composed of all 28 Member States and their territorial waters, under an exemption from customs duties and a suspension from VAT provided they are (a) non-EU flagged, (b) owned by a company established outside the EU customs territory and (c) used for pleasure by a non-EU resident (Article 212-3 UCC-DA). The maximum period of stay in the EU under this regime is 18 months (6 months for the aircraft carried on board, Article 217 UCC-DA).

In the past, yachts would be placed under temporary admission automatically when crossing the EU frontiers coming from a non-EU port – also called a “declaration of importation by any other means”. This is no longer the case as the new legislation requires an oral declaration to be filed (Article 136 UCC-DA), a misleading term for what actually is a written declaration. When leaving the EU, the yacht does not need to go through any customs formalities.

Unfortunately, as is often the case when addressing what should be uniform legal provisions in the EU, these requirements are not applied systematically. Only France and Spain are requesting these formalities to be carried out, while Italy for example does not enforce these new provisions. In other jurisdictions, other formalities may be required (transit log in Greece for example).

Once imported under this customs regime, the yacht must be used privately and is prohibited from doing charters within the European Union.



BY FREDDIE DESPLANQUES, Attorney, Ince & Co. France SCP

These new regulations also provide that, for the duration of her stay in the EU, the yacht will need to carry on board a letter of authority granting the user of the yacht the right to enjoy the vessel. The captain of the yacht, if an EU resident, should be in a position to present an employment contract in case of control (Article 215 UCC-DA).

Close attention should be paid to the notion of “user” for the purposes of temporary admission.

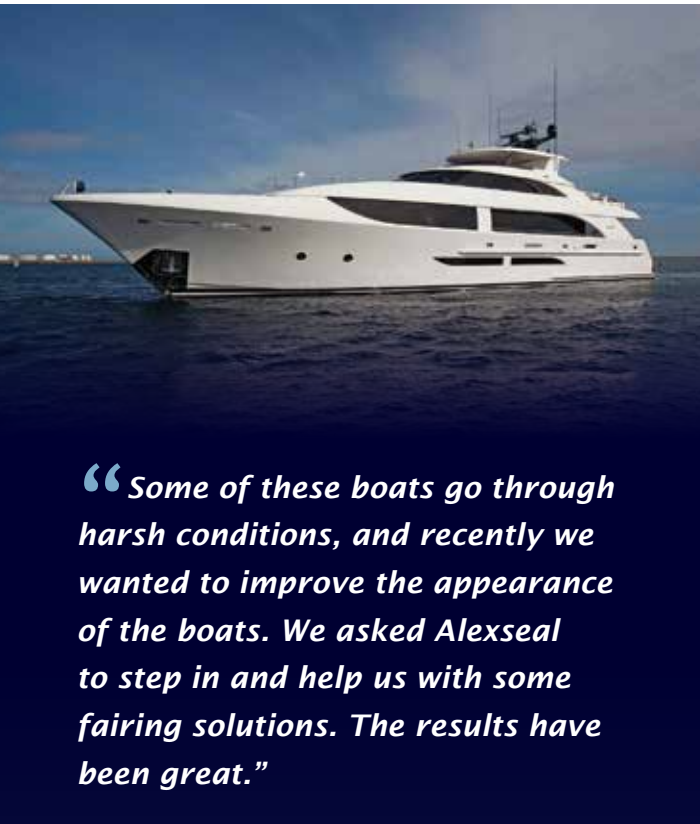
The user must be a “person established outside the European Union customs territory”, meaning that person must have a “place of normal residence” outside that territory. It is important to note that the notion of “place of normal residence” is different from that of “fiscal residence”. An individual may have his/her fiscal residence outside the EU but a place of normal residence considered to be within the EU.

“Place of normal residence” is assessed on the basis of a bundle of factors, predominantly the period of stay in a country (>183 days) (see notably French Supreme Court, 20 April 2017, n° 15-85815), place where the family is located, where children are schooled, where property is owned or where professional activities are carried out (see ECJ, Rigsadvokaten v Ryborg, 23 April 1991, C-297/89 ; Louloudakis v Dimosio, 12 July 2001, C-262/99).

When controlling yachts, customs will particularly focus on the place of residence of the users by investigating into time spent in the EU and on any property owned in the territory. If any of these factors point to an EU country, temporary admission should not be a customs regime of choice, given the significant risks entailed by the possible payment of VAT, criminal investigation and fines.

As long as the user of the yacht is a non-EU resident, he/she may entertain guests or family, including non-EU residents. Caution must be given to situations where the user is absent or away from the yacht, even temporarily, while she is used by relatives/guests who are EU-residents, as they may be considered as the “user” of the yacht, leading to a potential breach of regulation.


As a final reminder, the temporary admission regime is a “pleasure use” regime, meaning that any other use (charter, works, refit, lay-up, exhibitions and shows, sale, etc.) should be carried out under a different customs regime. Indeed, the reason why the yacht is imported can have an impact on the customs procedure to be used. It is advised, before entering EU waters, to verify that the yacht is compliant with the EU customs regulations. The same is true when intending to purchase in the EU a yacht under temporary admission.



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IYBA Leadership

Get to Know Your Board Members: Bob Saxon, MarineMax Charters



IYBA Vice President Bob Saxon has long been recognized as one of the most prominent leaders of the yachting industry. In fact, the International Superyacht Society (ISS) recently honored him with a Lifetime Achievement Award for his “Leadership & Dedication to Yachting”. Bob is founding president of the ISS and a longtime member of IYBA who has served on its Board of Directors for a total of 10 years.

Bob has held a series of senior executive positions at international brokerage and charter firms over the past 35-plus years leading up to his current role as Vice President of Yacht Management, Crew Placement and Charter, Administration, at MarineMax Charters. Previous titles included President of International Yacht Charters (IYC) and President of Camper & Nicholsons USA – a position he held after selling Camper & Nicholsons his own business, Bob Saxon Associates, which he had owned and operated for 15 years.

Q: How did you get started in yachting?

A: My earliest memories of boating were fishing as a lad of 10 years old with my father on his 36’ sportfisherman out of Atlantic Highlands, N.J. We’d venture out in the dark of night into Sandy Hook and Raritan Bay and come back hours later with a cockpit full of striped bass and bluefish. Most of my boating these days is done with owners of yachts or with friends, but I do like to get out on the water as often as I can.

As for my career, I “fell” into the industry rather than coming up through the traditional ranks of crewing or brokerage. The fellow who hired me had heard me give a speech and asked if I would like to consider going into business with him. I asked what business and he answered, “Yachting.” I said I knew nothing about “Yachting” and he said that’s exactly what he was looking for...somebody who knew nothing, to whom he could teach the business of yacht management. The rest is history.

From teaching high school English and coaching baseball directly out of college to where I am now? As Jerry Garcia sang it, “What a long strange trip it’s been.”

Q: You have overseen many aspects of the yachting business, including yacht management, brokerage sales and charter retail sales. Which part of the industry do you find the most interesting?

A: My “sweet spot” is in yacht management where I can immerse myself in virtually any aspect of ownership and allow the client to focus on the pleasure side of yachting. I love working with owners. Chartering is the most fascinating, however, because it often represents the entry portal by which new clients are introduced to the pure delights of yachting and it can represent the catalyst in making a yacht purchase decision.

Q: Do you feel it’s important for a yacht broker or charter agent to build a reputation – essentially become his or her own brand?

A: Let’s face it, you “ARE” your brand and your established persona will follow you throughout your career. I cut my yachting teeth with a company called Whittemore & Williams, the very first yacht management group in the industry years ago. The first day of work, Bill Whittemore took me aside and said to me, “Being a yacht manager, you’ll be presented with all kinds of ways to take from your clients, but the first time you do, you’ll be just like many others in the industry.” I’ve lived by those words and it has served as the basis of my success.

Often clients will come to me and say, “I was told you’d give me the straight answer about my yachting issues.” My reputation for being a straight shooter is my brand and has helped me stand out and maintain prominence.

Q: What is the strangest thing you’ve ever done in the course of selling a boat or luxury charter vacation?

A: I once had to fly my charter broker to a yacht in the USVI in a first-class seat, holding a case of macadamia nuts that the charter client had requested but my broker had forgotten.



Bob Saxon receives a Lifetime Achievement Award from the ISS

Image by Suki Finnerty

Another time, we had an owner whose wife purportedly had large feet. She insisted that when her friends were aboard and she was traversing the yacht, the stewardess was to follow behind her with vacuum cleaner erasing the footprint impressions left in the carpet so her friends wouldn’t notice! That’s service!

Q: Where are your favorite cruising grounds?

A: That’s easy. You can drop me off at Monaco or San Tropez, or even in the Exumas and Abacos. Come back a couple of years later to pick me up. I’ll have been just fine.

Q: What advice can you give to a new luxury charter agent?

A: Sell the experience, not necessarily the yacht...the old “sizzle not the steak” marketing concept. Take a lesson from the cruise line advertising. Rare is the time they show you your stateroom, but more often the Champagne welcome party, the nightly entertainment, the water toys, the ports-of-call, and the cuisine.

Q: What advice can you give to a new yacht broker?

A: Many brokers in their zeal to make a deal, talk too much. Be still and listen to your customer. If you can do that, eventually they’ll describe their needs to you and then fulfilling their wants and desires is much easier.

When facing a difficult close, always ask, “Is there anything else I can address that’s keeping you from signing the purchase agreement? If they say, “No, it seems not,” the deal is done – hand them the pen. If they say “Yes, there is something else,” they’ll

be forced to tell you what it is and you can then address the solution. Too often customers walk away from deals and the brokers are left scratching their heads totally unaware of the reasons why and therefore unable to cope with buying objections.

Q: Did you get involved with the superyacht industry from the beginning, or later in your career?

A: I’ve been around “superyachting” my entire career because when I started out three decades ago, a 120’ Broward was in fact, a “superyacht”. In the interim, I have managed and charter-marketed a couple thousand of these creations, the vast majority of which are in the “superyacht” class. I’m a lucky guy to have worked with so many dreamers and their creations.

Q: Do you think that the trend toward superyachts getting bigger will continue?

A: It’s the very subject of active debate in the halls of superyachting these days. I think the days of owners building larger simply for the sake of being “the biggest” are waning, but superyachts of 60 to 90 meters will always hold a position of prominence and continue to enjoy considerable market share. It’s the variety of experiences that are offered in yachting that guarantees we will sustain our industry. We have so much experientially to offer our customers, and guaranteed, there’s a product out there to fit every prospect’s boating needs.



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IYBA-Member Brokers Report Strong FLIBS Sales and Expect Good Results at the Miami Yacht Show in February



Following what many IYBA-member brokers are hailing as the best Fort Lauderdale International Boat Show (FLIBS) in several years, expectations for the upcoming Miami Yacht Show, which runs February 15-19 in Miami Beach, have turned more positive.

“The economy is strong, and people are in a buying mood,” said Paul Flannery, IYBA president and sales director at SYS Palm Beach. “We are expecting good things in Miami.”

Flannery attended five major events during the fall – the Newport International Boat Show, Monaco Yacht Show, Annapolis Sail and Power Boat Shows and FLIBS. All, he said, were positive and better than in recent years for his firm, adding, “Newport was very busy, and in Monaco the buzz was palpable.”



BY GARY BECKETT, Turnkey Communications & PR, Inc.

“Fort Lauderdale was a very good show for us,” said Tim Derrico, director of sales of HMY Yacht Sales. “We sold a few Vikings, we had a couple of new Princess deals and a lot more we’re working on. The only reason we didn’t sell more Princesses is availability...we’re selling now well into 2019 and 2020.”

Derrico said FLIBS was a great show for creating new leads. “Traffic was way up, registrations were way up,” he said. “We were representing 70 new and used boats between 33 and 190 feet, and we had activity on all of them. It was definitely the best show we’ve seen in years.”

On the heels of these results, Derrico is expecting a good Miami Yacht Show and 2018 overall. “Our biggest issue is a lack of inventory,” he said.

Overall, attendance at FLIBS rose by 7 percent to about 105,000 visitors, according to the Marine Industries Association of South Florida, which owns the event. And overall feedback from exhibitors has been largely upbeat.



The show was especially strong for Grande Yacht International, which as of late November had tallied FLIBS sales of about \$18 million and 60 boats, said Gigi Garcia, sales executive of Grande.

“I felt myself that I haven’t see a show that good in a while,” she said. “The people who came, came to buy. It wasn’t just people who were walking around.”

Much of the growth, she said, was due to the improving economy and much stronger new boat sales. “Brokerage is always strong,” she said, adding that she is very positive about 2018 and the Miami Yacht Show.

For Jason Dunbar, of Luke Brown Yachts, the show was so strong, he was still tallying up the final results and negotiating

deals initiated at the event. But as of late November, he said the company’s sales from FLIBS were up 50 percent over the previous year.

“Of the eight boats we took, we closed on two, accepted an offer on a third, and have acceptance-of-vessel on a fourth, but we still need to survey and sea-trial,” he said. “We haven’t had that kind of a return on the product we put in there in quite a few years.”



In explaining the positive results, Dunbar said he couldn’t credit any one thing, although he said many sales were to customers who were replacing vessels destroyed during the 2017 hurricane season. Dunbar said if the economy and stock market remain strong, and there are no shake-ups in world events, he expects another positive show in Miami and good year in 2018.

Happy Holidays!

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MIKE THORNTON, CEO/President AMLkids

DUDLEY SAVAGE, Facilitator

ROGER HERD, Director of Operations/Facilitator

BOB DUPUY, Project Manager/Captain

JORDAN CARROLL, Facilitator/Marketing

KELLY COLLINS, Director of Business Administration

Beware of Hurricane-Damaged Brokerage Boats



Anyone in our industry who saw the photos on TV of the boats blown helter-skelter along the Overseas Highway in the Florida Keys by Hurricane Irma had to be thinking that some of those boats – along with others that were sunk or smashed by the recent hurricanes that hit the Caribbean and U.S. – likely would wind up on the brokerage market.

The Boat Owners Association of The United States (BoatUS) estimates that more than 63,000 recreational boats were damaged or destroyed as a result of both Hurricane Harvey and Irma, with a combined dollar damage estimate of \$655 million for the vessels alone.

Once the owners of these boats receive their insurance checks to cover the hurricane damage, many of them will take their vessels to a reputable shop or boatyard to be thoroughly assessed and repaired. But some owners may pocket their check, do a superficial patch-up job, and put the vessel up for sale. Still other hurricane-damaged boats will be sent to auction by their insurance company or salvors.

In the months and even years ahead, some of these “hurricane boats” may wind up in your brokerage listings, or you may have a client who is interested in purchasing one from another source. And in a few of these cases, the seller may either deliberately or unwittingly conceal the fact that the vessel suffered damage from a 2017 hurricane – and the boat itself may be harboring hidden, long-term defects or safety hazards caused by the storm. It is up to you as a yacht broker to protect your customer from unknowingly buying a hurricane boat that might turn out to be a lemon or even worse: dangerous.

According to the IYBA Code of Ethics, Article XV, Section 1, “It is the duty of the member to protect the public against fraud, misrepresentation, or unethical practices in the yacht brokerage profession. Member should endeavor to eliminate any practices which could be damaging to the public or to the dignity and integrity of the yacht brokerage profession.”

BY LOUISA BECKETT, Turnkey Communications & PR, Inc.

Due diligence

“The broker has the responsibility to do their due diligence; to make sure they have all the facts – and you can’t expect to get all the facts from the previous owner,” said Caroline Mantel, BoatHistoryReport.com director of business development. “You can’t rely on word of mouth to protect your client.”

This is a matter not only of ethics, but also of the protecting yourself legally, she continued, citing a lawsuit that a client had brought against a brokerage firm in the past for “negligent misrepresentation” after a yacht he purchased through them was found to have severe problems – even though the sales contract had included the “as-is” clause.

Mantel calls a professional survey by a certified surveyor of a vessel you suspect may be storm-damaged a necessity. However, she recommends that the broker research the vessel’s history and records as thoroughly as possible even before the survey takes place. That way, you can direct the surveyor to potentially damaged areas on board.

While many brokerage firms are adept at conducting their own research, companies such as Boat History Report can help save time and legwork in putting together a more complete picture of a vessel’s past.

“We work with state registration agencies, insurance companies, financial institutions and law enforcement,” Mantel said, adding that in addition to consumers, brokers and surveyors frequently use Boat History Report’s service as “one more tool in their arsenal.”

What to look for

Malcolm Elliott of Florida Nautical Surveyors recommends that if a broker suspects a boat may have been damaged by a storm, he or she should try to find out the following information:

- “Find out if the boat was totaled
- The extent of the damages
- Was the engine(s) flooded?
- Have all electrical sensors, wiring harnesses, alternators and starter motors been serviced or replaced?
- Has the electrical end of generators been removed and repaired/serviced?
- Try to get photos of the damage before repairs and all photos of the repairs
- Which repairer carried out the repairs?
- Did a surveyor oversee the repairs?

“If no surveyor was involved during the repairs,” Elliott continued, “advise the owner that before the vessel is listed, a full in-and-out-of-water [survey] plus a sea trial should be carried out. I would also advise an engine and electrical survey be carried out prior to taking the listing. A buyer would probably have his own survey(s) done, but at least if the broker knows up front what was done and what was not done, he is not wasting his time and money promoting a boat that is going to fail a buyer’s survey.”

If the seller is a wholesaler who deals in damaged boats, Elliott said, “The broker should be very wary of what he is told by that



wholesaler. I learned after Hurricane Andrew that wholesalers would do the absolute minimum in repairs to make it look good and a lot of them would understate the extent of the damage, even saying the boat only took on a little water.”

Elliott said he had often found that in a boat that “only took a little water” during Hurricane Andrew, he might find that the “wiring was submerged and saltwater-corroded – not just the ends of the cables but [it had] penetrated the insulation.... Once back in use this caused overheating of the cables and could result in fires. If batteries had been left on and the vessel had sunk this could lead to very bad electrolysis (corrosion) not just to items that could be easily seen but also to the internal parts of through-hull fittings.

“Fiberglass can be fixed and the boat painted, but rarely are all the water-saturated wood doors, trim, etc. replaced,” he pointed out. “The vinyl on bulkheads and overheads usually have foam backing that holds moisture, dirt and salt that can lead to bad mold inside air conditioning ducting. The boat can be made to look good, but within months, doors are warping, veneers are delaminating, vinyl is loose or sagging.”

Elliott also recommends the broker have a mold test done throughout the interior of any vessel he or she suspects may have been submerged. “If the seller says that little water entered the boat pull out drawers and look to see what is behind them. Pull out a 110-volt AC and 12/24-volt DC switch or receptacle and look at the wiring,” he continued. “On sailboats, check chain plates and keel bolts and obviously have a ‘rig’ inspection. Carbon fiber masts, if struck by lightning, can lose all structural integrity; same goes for carbon fiber hulls.”

If you do your due diligence, you can help your clients avoid storm-damaged boats that have been inadequately repaired – and on the other hand, you might just help them to find a good boat that represents a great value.

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Miami Yacht Show Celebrates its 30th Anniversary



Set to take place on February 15-19, 2018 in Miami Beach, the newly re-branded Miami Yacht Show on Collins Avenue (formerly known as Yachts Miami Beach and the Miami Yacht & Brokerage Show) will be celebrating its 30th anniversary. This makes the show just a year younger than its owner, IYBA (formerly FYBA).

Over the past three decades, the Miami Yacht Show has grown from a small brokerage-only show into one of the world's largest in-water boat shows, displaying more than 500 new and brokerage yachts ranging from PWCs to superyachts. Spanning more than a mile along the Indian Creek Waterway from 41st Street to 54th Street, the 2018 Miami Yacht Show will cover more than 1.2 million square feet of space. As usual, the show is expected to attract a global audience to view its spectacular display of yachts and marine products, including a wide array of the latest technology and accessories, plus other luxury items.

"Like all leading global brands, this show is constantly evolving and adapting to best serve its audience," said Mary Bender, vice president of marketing for Informa, the Miami Yacht Show's co-owner and producer. "The new name and logo were designed to follow suit with our portfolio of boat shows. We worked collaboratively with our stakeholders throughout the process and expect the new brand to be well received in the yachting community."

Informa recently announced that a new Miami Yacht Show website will debut this fall at MiamiYachtShow.com, along with the launch of Boat Show Market Place, a new online platform designed to allow attendees to more easily plan their visit to the show and schedule appointments with the exhibitors they most want to see. The new site will be fully optimized for mobile browsing.

The new website builds upon improvements introduced at last year's show, which featured a new, more secure gated physical layout



that delivered a more intimate and interactive sales experience and environment for guests and exhibitors. Show organizers also introduced a VIP Experience ticket that offers guests who wish to experience the show in celebrity style access to a floating, air-conditioned lounge with a premium open bar, gourmet food, a dedicated concierge to arrange appointments on board yachts, and other special experiences. Bender said, "We're also enhancing the VIP Experience this year by having it on the water in the center of the show."



In addition to its iconic Collins Avenue location, the 2018 Miami Yacht Show will once again incorporate an invitation-only satellite display of superyachts on Watson Island at the Island Gardens Deep Harbour marina, which can accommodate yachts up to 500 feet. Yacht brokers can arrange transportation for clients between the two show locations.

As usual, the Miami Yacht Show on Collins Avenue will run concurrently with the Miami International Boat Show on Virginia Key. There will be a free shuttle bus running between the two shows. Shuttles will run during show days from 9am to 7pm. Please visit this website to view the transportation map: www.miamiboatshow.com/free-shuttle-and-water-taxi-services.

The two big boat shows will make Miami the focus of the global recreational boating industry over Presidents' Weekend 2018.



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FLIBS Post-Show Analysis: A Winning Week for New Boat Sales and Security



The 2017 Fort Lauderdale International Boat Show (FLIBS) saw a 7-percent increase in attendance over last year. There was a 4-percent increase in boats on display at the show overall including a 9-percent jump in new boats smaller than 100 feet and a 10-percent increase in brokerage boats 100 feet or larger.

“Everything was good,” Andrew Doole, general manager of Informa, the show’s producer, told IYBA’s Compass. “We’re obviously delighted with the record number of big boats and the sales of those big boats, and the activity that the brokers had. You see it across the board, not just one segment or the other. It’s from paddleboards to everybody, it was a successful show.”



About 105,000 attendees were at FLIBS, according to Informa, and a good number of them were buying. Viking Yachts reported about 7,000 visitors at its display, leading to 13 boats sold from 37 to 93 feet length overall.

BY KIM KAVIN

Hatteras Yachts reported sales were up 34 percent over FLIBS 2016, while the number of visitors to the Hatteras display increased by 15 percent.

“Boston Whaler was saying 115 units,” Doole says. “MarineMax had an incredible show. Multiple offers on big boats, 150s and 200s. Even some of the superyacht builders saw great interest and more owners than at other shows. I think with the strong stock market and great product at the show, we saw a lot of buyers.”

One segment that showed particularly strong activity this year was catamarans, Doole says. Informa moved them all to one central location, instead of having the various builders in multiple locations.



“We’d seen in the European shows, like Cannes, that if you group all the catamarans together, it works,” Doole says. “So it worked for us in this show.”

“All the catamarans this year were at the north side of Bahia Mar and the south side of Swimming Hall of Fame, so we had our brands and our competitors’ brands there, which was great,” says Staley Weidman, IYBA Board member and CEO of The Catamaran Company. “The people who really benefitted were the consumers. They didn’t have to cover miles of boat show to see three or four boats.”

Weidman attributes the segment’s strong FLIBS showing not only to that logistical change, but also to the strong economy and to owners looking to replace catamarans that got wrecked as hurricanes tore through the Caribbean and Virgin Islands this past fall.

The Catamaran Company brought several U.S. debuts to FLIBS, including a Sunreef Supreme 68 and a Lagoon 78 power catamaran. “The new boats that we had in the show, most of those were already sold, but we were taking new orders for those models at the show,” Weidman says. “We’re still sifting through the leads, but we saw a lot of clients this year that were new to us.... A lot of people are starting to convert from owning traditional yachts to catamarans, or to doing catamaran charters.”



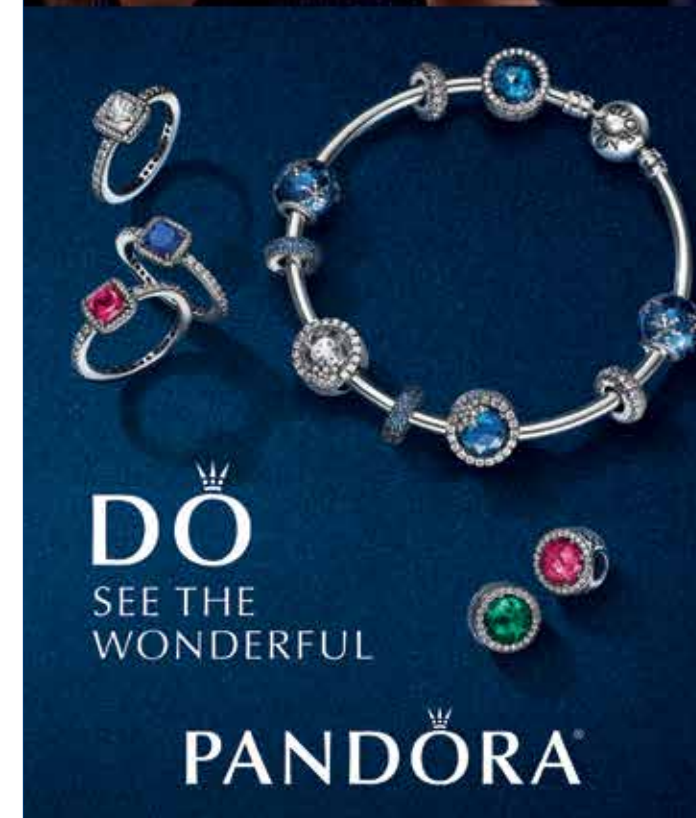
Doole says another big success at the show was security. With fears following various kinds terrorist attacks and mass shootings everywhere from the South of France to Las Vegas, Informa took additional steps to ensure exhibitor and attendee safety. Some of it was visible, some of it covert.

“With the magnetometers and the chutes where you could walk through and it would pick up if you had something in your bag, without searching everybody’s bag, we had a couple of people—both ladies—walk through with registered handguns and thought they wouldn’t get detected,” he says, “but the guys stopped them and had them take the guns out of their purses.”

Drones also flew overhead, Doole says, stopping other drones that tried to penetrate the show’s airspace. “We had interceptor drones. [They] seek out where the owner of the other drone is, so the police can go get them. We had a lot of them. Unfortunately, it’s the world we live in.”

That type of security, while successful, went largely unnoticed. Most people were focused on boats and accessories. Like other builders, Weidman says that overall, this year’s FLIBS was impressive.

“We think it was the strongest show than in the past for us,” he says. “The location really made a huge difference. The robust economy and strong consumer confidence always help, and we had guys with insurance checks shopping for new boats. We had a lot of things going for us this year, and every little bit helps.”



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Member News

B&B YACHT CHARTERS is ecstatic to welcome Allison J. Cecilio to its boutique charter team. As Charter Fleet Manager / Charter Agent, Allison will give her personal attention to the B&B Fleet and all charter enquiries. Serving the industry over the last 20 years as stewardess, charter assistant, executive assistant to superyacht broker, charter broker and charter manager, she keeps her knowledge current by attending shows and being an active member of IYBA. Jennifer M. Saia and Allison have worked side by side over the years at The Sacks Group, IYC, and now in the very intimate setting of B&B Yacht Charters. Welcome aboard, Allison!



BRADFORD MARINE announces the following new listings: 80' Azimut KOPKAPY, 72' Cheoy Lee WATER RANCH, 65' Viking Princess SONNY SEAS, and 58' Viking Princess JUSTIFIED by Chris Saumsiegle; 94' Ferretti PARADISE, 88' Horizon LUCKY DOG, and 87' Oceanfast ARTHUR'S WAY by Whit Kirtland; 70' Uniesse FOOLISH PLEASURE by Tony Hernandez; 50' Sea Ray ANYTIME by Shaun Mehaffey; 41' Luhrs KARPE DIEM by Tucker Fallon. The firm also announces the recent sales of 100' Broward SITUATIONS by Whit Kirtland and 47' Intrepid SONIC by Tucker Fallon.

Bradford Marine offers a co-broker friendly program that includes complimentary undercover dockage in Fort Lauderdale to qualified listings. For program details, contact a Bradford Marine broker or call 954.377.3900.

DENISON YACHT SALES is pleased to welcome aboard the following new hires:



- Nick Stamoulis has been hired as new yachts sales manager.
- Jenny Mullen has been hired as a superyachts assistant in Denison's Fort Lauderdale office at The Quay.
- Josh Olsen has joined the firm as a yacht broker on the West Coast of Florida.
- Caroline Whiddon has been hired as a yacht office manager in Denison's Dania Beach office.



Broker Alex Clarke has added several new listings, including EXCELLENCE, a 150' Richmond superyacht; NIRVANA, a 110' Horizon also listed with Will Noftsinger; DOLCE VITA, a 79' Leopard; VICTORY, a 72' Mangusta; and a new 55' Alen yacht. Other new Denison listings include: CHARISMA, 120' Danube superyacht listed with Kurt Bosshardt; THE JOB, 85' Broward listed with Ken Denison and Kit Denison; ALCHEMIST, 100' Mangusta listed with Randy Greenfield; TURANGALILA, 70' Neptunus listed with Will Noftsinger; AMANDA, 70' Viking Princess listed with Peter Quintal; BARBELLA IV 64' Hatteras listed with Russ Schafer; ANDANTE, 2016 50' Privilege listed with David Johnson; 40' Intrepid 2015 listed with Drew Offerdahl; 52' original Buddy Davis listed with Justin Onofrietti.



Denison also reports the following noteworthy sales: WILDFLOUR, 2008 156' Delta; Chris Daves represented the seller, Stuart Larsen of Fraser represented the buyer. GIGI, 2013 88' Cheoy Lee; David Johnson represented the buye, and Andy Miles with Westport represented the seller. INDEPENDENCE, 1996 82' Burger; Don Strong represented the buyer and Myton Ireland of Ireland Yacht Sales represented the seller. SWEET JUDY BLUE, 2012 64' Azimut flybridge motoryacht; Carlos Dominguez represented the buyer and Chuck Meyers with Bluewater Yacht Sales represented the seller. C2, 60' Hatteras sportfish yacht; Jay Rhoades represented the seller and Mark Mitchell of HMY represented the buyer. SONIC, 2009 47' Intrepid; Russ Schafer and Drew Offerdahl represented

the buyer, and Tucker Fallon with Bradford Marine represented the seller. MAGNUM REWARD, 2014 56' Princess Flybridge yacht; Alex Clarke represented the buyer.



FLORIDA YACHT GROUP announces that Rick Furtado of Florida Yacht Group, Key Largo, has a new office located in the Marina Club on Blackwater Sound (Mile Marker 104 on the Overseas Highway). The facility has slips and rack storage with haul-out capabilities (as well as being located next door to Jimmy Johnson's Big Chill sport bar). Rick invites all his friends and clients to stop in on their next visit to the Keys. The office is accessible by land or sea. Call 305.570.8090 for directions or GPS coordinates.

GRAND BANKS is excited to announce its expansion to Harbour Towne Marina in Dania Beach, Fla. The Fort Lauderdale sales team has officially moved to Suite 210! Steve Fithian and Carvey Iannuzzi will be heading this office with the support of longtime marine industry colleague Eve Surdin, and newcomer Sara Fithian. The service department continues to operate from the Marina Bay West office for warranty, service and commissioning.

HMY YACHT SALES announced the addition of marine industry veteran Steve Gale to the HMY family. Steve's 40 years of success and experience include marine manufacturing, yacht customization, and service and sales at two major yacht retailers.

"We are thrilled to have Steve Gale join our team," said Stephen Moynihan, president of HMY Yacht Sales. "He has been a leader and an integral part to the success of his sales teams selling yachts 50 to 120 feet in the most competitive market in the world. Steve will be a great asset to HMY and our customers."

Steve will help lead the sales force at multiple South Florida locations including HMY at Harbour Town Marina in Dania Beach and HMY at Miami Beach Marina. If you wish to contact Steve, please call the Dania Beach sales office at 954.926.0400 or email at SGale@HMY.com



LUKE BROWN YACHTS is proud to announce that Freedom Waters Foundation Executive Director Deborah Frankel and Board President Andrew Cilla named Ron McTighe of Luke Brown Yachts and Jim Sacks of Advantage Services to their newly formed honorary board of directors.

Freedom Waters Foundation's mission is to improve the lives of individuals with special needs and veterans by providing therapeutic marine related experiences on the waters of South Florida.


Ron McTighe, an industry veteran, has given the foundation endless support with their east coast programming and heading up the annual Marine Flea Market Fundraiser. Ron and a dozen other marine industry volunteers collect used marine equipment and resell it each year at the Dania Marine Flea Market. This year it runs from March 1st thru March 4th. If you have any equipment you would like to donate, please contact Luke Brown Yachts at 954.525.6617.


MEGAYACHTNEWS.COM joined #GivingTuesday, a global day of giving held annually on the Tuesday after Thanksgiving and shopping events Black Friday and Cyber Monday. MegayachtNews.com decided to join the #GivingTuesday movement due to the destruction following Hurricanes Irma, Jose, and Maria, with the intention to raise \$5,000 for the Caribbean by partnering with YachtAid Global.

YachtAid Global is a non-profit with a proven track record of acquiring and delivering humanitarian aid to coastal communities in need or impacted by natural disasters in collaboration with a global network of volunteers, vetted non-government organizations, and disaster-relief experts. Already, it has delivered 175,000 pounds of aid, including 750 water filters, 60 chainsaws and generators, and nearly 34,000 hygiene kits.

#GivingTuesday for the Caribbean lasts through December 28. "#GivingTuesday is so much more than one day in November," said MegaYachtNews.com Founder Diane Byrne.

Continued





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Member News



NEPTUNE GROUP YACHTING announced: "STORM ALERT! Captain Storm Higgo Joins M/Y LADY DEENA II."

Storm Higgo has been in command of many high-profile yachts in the past – M/Y BROADWATER 165' and M/Y LADY MAY 151', among others. He now brings his large yacht experience and professionalism to the intimate atmosphere of the

101' Hargrave, LADY DEENA II. Storm is diplomatic and an exceptionally capable waterman who has traveled from the U.S. and Caribbean to the Mediterranean and Persian Gulf. As a dive instructor, Storm has years of experience teaching Scuba in Thailand, Egypt, Turkey, Greece, England, and Italy. On behalf of "In Depth Diving" in the UK, he launched four new dive centers in Italy, Greece and Turkey. Captain Storm ensures you and your guest will have a treasured experience on board the LADY DEENA III!

OCEAN INDEPENDENCE is proud to welcome the brand new 112 Ocean Alexander SUGARAY to the charter fleet. Having debuted in October and again at FLIBS, the feedback for this five-stateroom tri-deck has been phenomenal. There is no lack of space aboard this beauty and an owner ready to fill up the schedule, offering full availability in Florida/ Bahamas. Rate of \$72,500-85,000 per week.

PETER KEHOE & ASSOCIATES is pleased to announce a new Central Agency Listing of the 2017 164' (50m) Christensen SILVER LINING. This magnificent yacht at 570 Gross Tons is the largest Christensen ever delivered. Special features include a touch-and-go helipad; class-approved heli fuel storage on sundeck; day head on sundeck; four generators to meet demands; elevator to all decks; accommodates up to 16 guests in 6 staterooms; bulbous bow; full length hull and ABS certified. Located in West Palm Beach. Contact Peter Kehoe at 954.931.4360.



SUPERYACHT SALES AND CHARTER is pleased to welcome the addition of Adam Alfano to the team. Joining as a sales broker, Adam brings a wealth of knowledge and 30+ years of experience to the table. Originally from Montauk, N.Y., Adam's reputation and hard work ethic has helped him manage many yacht programs and allowed him to develop strong relationships with yacht owners, captains and crew.

SYS YACHTS announced that Chuck Royhl closed the sale of the 70' Marlow SEABIRD for a long-time, repeat client just before FLIBS 2017. Thanks to Phil Annunziato of Luke Brown Yachts, who was the listing broker. Phil's professionalism was a treat to work with.



TALBOT FREEMAN & ASSOCIATES, INC., a long-time IYBA member, was proud to have on display a world-famous, 1920 UK-built Camper & Nicholsons 127' classic yacht named GREY MIST at its face dock stand during FLIBS. She was completely

restored in 2016 -2017 to her previous elegance by a Texas businessman with all new modern machinery and equipment and is offered for millions less than the restoration costs. Among her famous history was WWII war service in the Royal Navy at the Battle of Dunkirk rescue operation. For more information, contact Talbot Freeman & Associates at 954.525.9696.



THE YACHT GROUP enjoyed outstanding results at FLIBS, more than doubling last year's sales thanks to the continuing support of brokers, builders and retail customers. Our new strategic partnership with ACR was announced at this show for our powerful marine searchlights for yachts 45' to 200'

known as Yacht Beam, which was very well received.

The Yacht Group also announced the new GoCycle marine electric bikes as well as superior rain gear to our portfolio of innovative products for the marine industry. The GoCycle marine bike allows captains, brokers, and boaters to enjoy the freedom of a state-of-the-art portable foldable electric bike. Visit theYachtGroup.com for more information.

Also introduced at FLIBS was our new-generation Yacht Controller wireless remotes with incremental Throttle Control and for POD Propulsion Systems, combining both propulsive and steering functions into one device. Thanks again for the support of IYBA members which is always appreciated!



TOURNAMENT YACHT SALES listing 2008 70' Jarrett Bay REEL RODEO is big, fast and first class! Rare opportunity to own one of the nicest sportfish on the water today. Luxurious four-stateroom, three-head layout. Main engines are 2400 MTUs,

new in 2011 with 4000 MTU warranty for 37kt cruise and 43kt top end. Teak bulkhead, watermaker, Eskimo icemaker and flybridge A/C. New paint, Garmin electronics, teak cockpit mezzanine, two Onan generators, new ACs with UV lighting, new cockpit freezer and new carpet. Proven tournament winner. Too many options to list...easy to show in Jupiter, Fla. Contact Jimmy Fields at 561.801.5720.



WESTPORT announces that by popular demand the shipyard will begin production on its new W45 (147' 6") in the near future. For further details please contact Ron Nugent via email at ron.nugent@westportyachts.com.



WORTH AVENUE YACHTS welcomes 123' 2014/2017 Admiral JEDI to its charter fleet. With her striking metallic light-bronze hull and pearl-white superstructure, JEDI is an elegant charter yacht. Her salon features floor-to-ceiling glass windows for panoramic exterior views. JEDI offers five staterooms, three

of which are superb owner-caliber accommodations. A rear garage door creates a cabana/swim area and a side hull door for gym and tender area. Multiple watercraft and water toys including 34' Nor-Tech towed tender. She is available for charter in the Bahamas starting at \$120,00 per week plus expenses. Contact Lon@WorthAvenueYachts.com.



Worth Avenue Yachts also welcomes 90' 2006/2017 Cheoy Lee WINDWARD to its charter fleet. WINDWARD is an extremely practical three-cabin (plus crew) motor yacht. She has speed, beauty, and a very functional layout with a large flybridge, aft deck, salon and

entertaining areas. WINDWARD offers a master stateroom with king bed and two additional staterooms. The flexible accommodations allow guests to choose to utilize three double staterooms or two doubles and a twin stateroom. She is available for charter in Florida/Bahamas at \$29,500 per week plus expenses. She is also available for day charters out of West Palm Beach. Contact Lon@WorthAvenueYachts.com.

YACHTCLOSER is excited to announce the hiring of its newest team member, Kelli Popovic. Kelli has joined the YachtCloser team in the role of Sales Manager, responsible for increasing YachtCloser membership as well as awareness and participation in member services offered by the company. Prior to joining YachtCloser, Kelli was the business development manager for Yacht Management South Florida. Excellent customer service has always been an important factor in her work ethic and she is excited about the thrill of a game-changing company in the marine industry.

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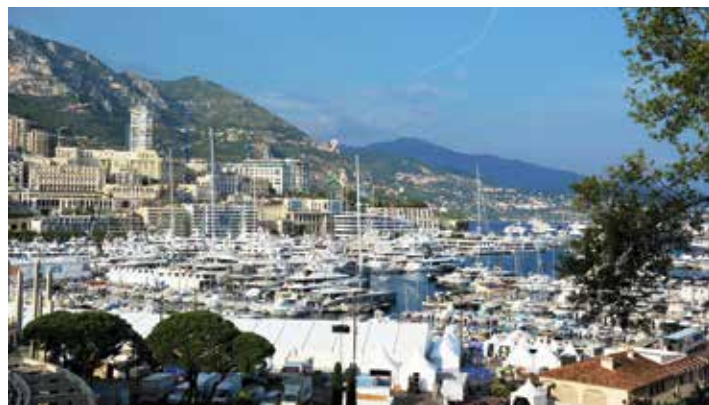
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New IYBA Events in Europe Planned for 2018

European superyacht specialist Hein Velema was looking for his suitcase in the SYBAss (Superyacht Builders Association) booth at FLIBS 2016 when he overheard IYBA President Paul Flannery in the booth next door, making the announcement that Florida Yacht Brokers Association was changing its name to reflect the international scope of its membership. Hein, who is founding president of SYBAss; founder of McPROGRESS, a superyacht consulting agency, and has formerly served as CEO of Fraser Yachts in Europe and sales & marketing director at Feadship, immediately saw an opportunity.



"I am very impressed by the activities IYBA does in the U.S., and I came up with the idea to set up a European program," he said, adding, "There are activities for charter brokers in Europe, but there are very few activities for yacht sales brokers."

Hein felt his experience in starting a new build program for the brokers at Fraser Yachts – which resulted in an increase in new build sales for the company from 2 to 30 percent – made him well qualified to spearhead a series of educational and fun events for IYBA members in Europe.

The "IYBA Europe" chapter got off to a festive start with a cocktail party held at Restaurant Jack Monaco on the eve of the 2017 Monaco Yacht Show in September (see photos on this page). Now, thanks to Hein's efforts in collaboration with IYBA's board and staff members, we are proud to present the following calendar of 2018 IYBA Europe activities.



• **January 31, 2018 – 09:00 – 17:00 – IYBA's 1st European Seminar on Brokers & Shipyards**, presented in cooperation with NAVIGO and sponsored by INFORMA. Location: STARDECK above the Stars 'n' Bars, 6 Quai Antoine 1er, 98000 Monaco. This seminar focuses on professional development of brokers selling new construction projects and sharing experiences with shipyards. Topics include New Construction Market, Shipyard Selection, Construction Agreement, The Role of the Broker, Design, Project Management, Specification, and Listing Yachts Under Construction. To register, visit IYBA.yachts/event-rsvp.

• **Mid-March, 2018 – 1st Annual IYBA Regatta**. Location: Yacht Club de Monaco, Quai Louis II, 98 000 Monaco. This event will pit European yacht brokerage houses against one another in a two-day race series sailed in the Monaco Yacht Club's fleet of J70s. Hein conceived of this event, "because most brokers come into the industry through their love of sailing," he said. "There will be no problem getting participants. I've talked to some brokers, and they won't come there just to participate – they will come to win."

• **May 10-11, 2018: IYBA Tuscany Trip**, presented in cooperation with NAVIGO. This two-day trip will give brokers the opportunity to visit one-on-one with representatives from Italian shipyards. "It's like speed-dating with shipyards," said Hein. The trip also will include a visit to the Versillia Yachting Rendez-Vous in Viareggio, Italy, an exclusive, high-end yacht show designed to expand the horizons of the yachting industry and anticipate market trends, ultimately stimulating new yacht building.

For more details on these events as we firm up the details, and to register, please stay tuned to our website at IYBA.yachts.

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6 Reasons Superyacht Charters Should Consider Cruising in Norway

Are your clients craving new experiences, in new destinations? They're not alone. Here's why Norway is catching on among charterers and charter-yacht owners.

Something's been bothering me since I first started covering the yachting industry in the 1990s. With all of the places accessible by water on this big blue marble we call Earth, why do yachts cruise essentially the same two destinations year after year?

To be clear, I understand why the Caribbean and the Med hold strong appeal. I've visited cities and islands in both that I look forward to seeing again. But, for all the talk about yachts offering incomparable exclusivity and privacy, it seems contradictory to go where dozens of other guests are at the dock or at anchor. How can you have a truly exceptional experience, and get away from it all, when you're surrounded by so many others?

Interestingly, more people seem to be thinking the same thing. We're regularly learning not just of superyacht owners going off the beaten path, but also charter guests seeking secluded holidays and unique voyages. Similarly, we're seeing more adventurous undertakings among both groups of cruisers. The challenge, of course, is finding a place with the infrastructure to support luxury yachting along with the aplomb to deal with the vagaries of guests' interests and yachts' needs.

One group of business owners in a country accessible from major airports on both sides of the Atlantic is actively taking up that challenge. They've formed Superyacht Norway, in (you guessed it) Norway. As a fam-trip guest over the summer, I learned first-hand how, over the past three years, the organization has been tailoring itineraries for visiting yachts, assisting with customs clearances, providing provisioning advice, and more. In fact, Superyacht Norway assisted nearly two dozen yachts this past summer, a 40-percent increase over 2016. It's striving to attract more charter yachts, not just private yachts. Here are six reasons Norway merits attention from you and your clients.

1. Picturesque, protected paradise. The fjords of southwestern Norway are staggeringly beautiful, characterized by steep rock walls towering thousands of feet/meters above the sea. Numerous waterfalls make their way down the sides into flat-calm, mirror-like anchorages. Charter yachts like Daydream, based there each summer, point their bows right into some of the waterfalls, to the delight of guests. What's more, this natural beauty will remain untouched, fiercely protected from development. In fact, the Naerøfjord, which belongs on every must-visit list, is one of two Norwegian fjords designated UNESCO World Heritage sites. Northeast of Bergen, which is Norway's second-largest city and a popular starting point for yacht cruises, the Naerøfjord also features glaciers.

BY DIANE M. BYRNE, Editor, MegaYachtNews.com



Norwegian Fjords, Norway

2. Glacial greatness. Speaking of glaciers, Norway has the largest glacier in all of Europe, Jostedal. Imagine stepping off deck and in less than an hour by car, standing on the ice with a guide, all by special arrangement from anchorages in villages like Skjolden. Better yet, other specialists will pick up guests and take them on a kayak paddling excursion right up to – and into – tunnel-like formations in yet another glacier's towering ice mass, Folgefonna. All the while, your guests are in areas that scientists estimate date back as much as 5,000 years. Other glaciers elsewhere amid the fjords offer similar experiences.



Jostedalsbreen National Park, Norway

3. Superb salmon fishing. Supermarkets and restaurants around the world offer Norwegian salmon for good reason. Among all the rivers where these fish live, perhaps the most famous is the Laerdal, in proximity to the port of Flåm. Fly-fishing-loving clients, as well as those who'd like to learn, can receive one-on-one tutelage from a renowned guide whose family has been the choice of the Norwegian royals for generations. To wit, two summers ago, a superyacht owner had such a good time that he asked his captain to fly him back the following day, if the guide was available. (He was, and he had a great time, too.)



Fjord, Flåm

4. Wining and dining amid history. One particular hotel along the shores of the Hardangerfjord, positioned to provide beautiful views of its water, mountains, and glacier, is adept at providing not just dockage but also unforgettable experiences for yacht guests. The Hotel Ullensvang, now in the hands of the fifth generation of innkeepers, has a stone-carved wine cellar dating to the 1860s. Named Munkens Trøyst, or "The Solace of Monks,"

due to an old monastery previously nearby, it's available for private dinners. The staff, clad in traditional monastic garb, turns the wine presentations into quite the ceremony. They chill the specially selected bottles in a naturally fed well a few steps from the dining table. Elsewhere on the property, guests can see the tiny cottage where world-famous composer Edvard Grieg wrote some of his music.



Hardanger Fjord, Norway

5. Artistic appeal. Shopping is a part of many a charter vacation, and a few of the proprietors throughout the western fjords have met with approval by yacht guests. Two stand out for their emphasis on local artisans. One is the Galleri G Gudal, an art gallery in the village of Rosendal, which has a marina and grassy areas for helicopter landings and take-offs. (On a related note, Rosendal is in proximity to the above-mentioned Følgefonna glacier.) Galleri G Gudal sits in a converted barn, on farmland dating to the 1800s. In fact, the farm is where the gallery's owner grew up. The other business meeting with success is Arven, a gold- and silversmith in Bergen. In-house craftspeople make the wares, a tradition dating back 150 years. In fact, Arven originated as a workshop, so glass partitions separate the shop-display area from the artisans' tables. Their offerings range from jewelry to silver service pieces. Private shopping experiences are available, as is special superyacht pricing.



Bergen, Norway

6. Significant savings. If you represent owners who offer their yachts for charter, this one is for them. Visiting yachts will find financial advantages to cruising in Norway. Harbor fees tend to be much less expensive than those in the Mediterranean, for example. In addition, even though Norway is part of Europe, it's not an EU member. Therefore, just prior to departing the country, yachts can fuel up duty-free.



Norway



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On the Ground in Sint Maarten/St. Martin



St. Maarten's Princess Juliana International Airport

We flew into St. Maarten's Princess Juliana International Airport (SXM) on November 19th in an effort to better understand the ground-level expectations for charter yacht captains, yacht owners, charter clients, and fellow colleagues in the industry for the coming winter Caribbean charter season.

American Airlines direct from Miami took off on time and landed on time. The flight was 80-percent full. Passengers deplaned from the aircraft directly onto the tarmac. It was very well organized with a team of personnel directing passengers from the plane to a tent where passengers would wait for their checked baggage. Those passengers who had hand luggage only were directed straight to immigration. There was one line and one immigration agent at a desk in a concrete building with computer, electricity, and air-conditioning. The line moved quickly. The uncovered walk from the plane to the tent was less than 100 yards.

Passengers exited the small building via a customs official to the outdoor area where taxis and car rental personnel were readily available. Due to the reduction in frequency in flights, the SXM Airport has one airplane arriving at a time, which makes the arrival process relatively streamlined.

The general structure of the SXM Airport seems to look solid, however there is major damage to some areas of the roof and the doors. A date for the reopening of the airport has not yet been announced.

Transportation

We toured the whole island and found that all the roads were cleared of debris and traffic was flowing. Everywhere you looked you saw people actively clearing, cleaning, rebuilding, and being productive. Rental cars and taxis were readily available throughout our stay, however you will most likely see dings and scratches and missing windows on your vehicle, as well as piles of debris and yachts on the sides of the roads – but they are generally organized piles. You can see the collection of cars, and the separation of building materials. Despite the damage to the cars, the transportation system appears to be business as usual.

Both bridges are working 100 percent.

We were told that the fiberglass yachts were being moved

BY NICOLE CAULFIELD of RJC Charters & LJ HOUGHTING of Churchill Yacht Partners

to the French side as its residents were allowed to shred the glass through a chipping machine and were recycling the chips into construction blocks to rebuild. That practice, from what we understood, was not allowed on the Dutch side, however. You can also see submerged yachts but every day there seems to be progress in the removal process.

Marinas

Simpson Bay is working: Scotia Bank, ZeeBest, Crave, Carrot Top, Sale & Pepe, Pizzeria, Pharmacy, BWA, ShoreSupport, Market Garden, Commodore Suites, Simpson Bay Suites – are all open for business and bustling with commerce.

The **Simpson Bay Marina** looks to be structurally sound, and it has security in place. The staff seems to be waiting for the submerged yachts to be removed, which we understood to be a lengthy process involving insurance clearance first, then barge clearance, and it seems to be one project at a time. Simpson Bay Resort is closed.

Isle de Sol has active security (one guard on either side from what we saw) in place and some of its security cameras are working. It currently has one operational dock (closest dock to the bridge) but no power to serve the yachts on that operational dock yet. We were not allowed to take pictures at Isle de Sol.

The **Port de Plaisance Marina** is operational with security in place. We met with Leon, the marina manager, who was out on the docks personally helping restore electricity supply and rebuilding docks. He said they were working on the docks “one reservation at a time”. Yachts KATHERINE, UTOPIA and ILLUSION were recently in Simpson Bay and have now moved on to St. Barths. BLUE ICE and ORINKIA were in port while we were there. We met with some crew members from these yachts, who confirmed that they have had no issues with submerged vessels, provisioning, nor safety while they have been in port. Markers have been laid out to show submerged debris. Port de Plaisance currently has five slips available with 100 amps each. Yachts are able to refuel with an extended hose from a fuel truck.

The following facilities are operational at Port de Plaisance: Gym, spa, country club, tennis, and two restaurants: Melange and Esco Pazza Pizza. The Casino is also open. Note: The hotel and grocery store across the street are NOT open.



St. Maarten - Isle de Sol

The Fort-Louis area is also hiving with activity and commerce, as many of the stores and restaurants are open. The ferry dock is also operational.

Marina Fort-Louis is open, and its building and security is in place. Marina Fort-Louis currently only has one dock operational with electricity and water supply, but the staff expects it to be 65 percent operational by the time the season starts. The fuel dock is also operational. A lot of the shops, bars, restaurants around Marina Fort-Louis are open.

Hotels currently operational: Commodore Suites, Baker's Suites, Simpson Bay Suites, The Atrium, La Plantation.



St. Maarten - Orient Beach

Provisioning

We found the grocery stores to be fully stocked. The Market Garden in Simpson Bay, CarreFour and SuperMarche are all open and stocked.

Wine and Alcohol: Booze It Up and Les Grands Vin De France are open for business. The **Bacchus** wine warehouse is closed for repair but was able to secure its wine in a concrete restaurant before the hurricanes hit in order to keep them in a climate-controlled environment. The facility did not lose power. It does have Nespresso products and wines in stock and can still place orders upon request. The warehouse will be fully operational in six to eight months' time.

Shore Support is open and has advised:

- Fuel Orders – please try to give 48-hours' notice.
- Bank/Cash Orders – please try to give as much notice as possible.
- Fresh Produce orders from Holland only come in over the weekends now that KLM's flight schedule has been modified.
- Fresh Produce orders from USA available all week.

Lottery Farms sustained damage and it sounds like it will not reopen as early as this season.

Infrastructure

The French side, although hit the hardest, were the first to regain power. There are still some areas on the Dutch side that do not have electricity back yet.

The French side beach areas are unlikely to rebound as early as this season including Orient Beach, Anse Marcel, Grand Case,

Cocoa Beach, Waikiki Beach, Bikini Beach, Nude Beach, although you would still be able to anchor in those beautiful bays. We are also hearing from several sources that insurance requires them to be closed for at least a year before they will be paid out, but this is not confirmed.

We met with several locals on both sides of the island and the people seemed to be very grateful to be alive despite their material losses, and compassionate towards their neighbors. They confirmed that the Red Cross and their governments are supporting the people. There are, however, a lot of people who lost everything including their jobs but we did not see any homeless beggars on the streets and only two potluck dogs in the three days we were there.

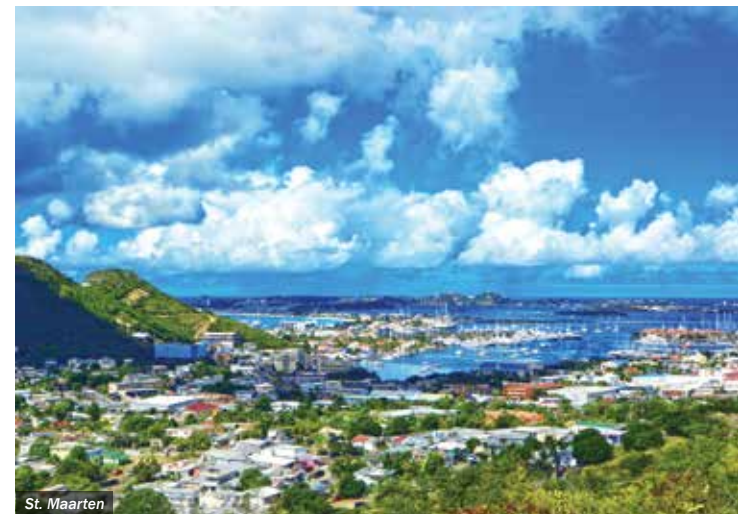
There was a strong police presence throughout the island. The French sent in marines from Guadeloupe and the Dutch sent in marines from Holland. We met with crew members who have been staying there for a while and they confirm that they have not had any security issues or concerns.

Departing SXM

Your driver will direct you to a tent in the parking lot of SXM Airport where there is seating available and protection from the elements. You first have to check-in at a table to ensure your name is on the printed passenger manifest before proceeding through the “passengers only” security gate. Another check-in table to ensure your name is on a printed passenger manifest before proceeding to the weigh-in station for checked baggage. The area is covered with a tent, and there are luggage carts available, however the ground is quite uneven. There are no self-check-in kiosks.

Once you have checked in and received your boarding pass at the official counter, you proceed to immigration. There are two immigration lines and two immigration officials. The departures lounge is covered with a solid roof. There is no air-conditioning but several large fans help circulate the air. There are several options for food and beverages through this process, as well as chairs and tables and restrooms. The recommendation is to arrive two hours before your flight – no sooner and no later, as it can be a confusing process, but there are many workers happy to direct you.

For more information, feel free to contact: Nicole Caulfield, RJC Yacht Sales & Charters: charters@rjcyachts.com or Lara-Jo Houghting, Churchill Yacht Partners: LHoughting@ChurchillYachts.com.



St. Maarten

Not the Usual Milk Run *Antigua to St. Kitts, St. Barths & Nevis*

In the wake of the damage caused by recent hurricanes Irma and Maria to favorite cruising destinations the Eastern Caribbean, this winter, luxury charter agents are helping their clients to discover beautiful Caribbean islands they may have overlooked while enjoying better-known charter itineraries. The following sample one-way Leeward Islands itinerary adds stops in St. Kitts and Nevis to the more familiar bays and harbors of Antigua and St. Barths.



Day 1: English Harbour, Antigua

Meet the yacht in English Harbour, the beautiful, protected natural basin with historic Nelson's Dockyard Museum just steps away. Shirley Heights lookout provides a breathtaking view of both English and Falmouth harbours. Only a short car ride away, the view at sunset from here is second to none.



Day 2: English Harbour to Five Island Harbour, Antigua

After breakfast, we depart the marina and make our way to the anchorage at Five Island Harbour. While underway, we will cruise past exquisite beaches such as Ffrye's Bay and Crab Hill Bay where the turquoise water meets the bright white sand, to stunning effect. Located near our anchorage is a restaurant by the name of Sheer Rocks, where sunset drinks or dinner may

BY CAPTAIN ALEX ASLOU, M/Y BACCHUS

be arranged if requested. Taxi travel time from a nearby marina to this beautiful, coastal cliffside restaurant is just 5 to 10 minutes.

Underway – 17 nautical miles – 1 ½ hours



Day 3: Antigua to White House Bay, St. Kitts

We depart our anchorage first thing in the morning en route to our protected anchorage in St. Kitts. Upon our arrival, the tender, jet skis, slide and all of our toys may be launched if the guests desire. Located minutes away via tender ride, Salt Plage is a custom Beachside café that was designed for sipping signature cocktails and taking in picture-perfect sunsets.

Underway – 53 nautical miles – 4 hours



Day 4: White House Bay, St. Kitts

After breakfast, a number of shoreside activities may be organized for the guests, including transportation to Brimstone Hill Fortress, a UNESCO World Heritage site on the island. Returning to our picturesque anchorage for lunch, guests can enjoy the distant view of the capital, Basseterre. Following lunch, a short tender ride on our 34' Davis provides second-to-none snorkeling on nearby coral reefs which are home to numerous types of colorful reef fish.



Day 5: St. Kitts to Port de Gustavia, St. Barth's

We will depart our anchorage first thing in the morning and make our way to an anchorage near Port de Gustavia in St. Barthelemy. "St. Barth's" offers a long list of activities for the entire group both onshore and off. Private tours can be arranged in order to capture many of the island's beautiful viewing points which make for memories never to be forgotten. A rental quad bike, or A.T.V. if you prefer, may be arranged in order to explore the island while feeling the Caribbean breeze. Diving may be arranged as well.

Underway – 48 nautical miles – 4 hours



Day 6: Gustavia to Colombier Bay, St. Barth's

After breakfast, we depart our anchorage and make our way to the anchorage at Colombier, which is located on the western side of St. Barth's. Nestled in Colombier Bay is a stunning white sand beach which is the perfect location for a bit of relaxation away from the vessel. There are also numerous snorkeling locations in the bay which are teeming with all different types of sea life, including sea turtles.

Underway – 3 nautical miles – ½ hour



Day 7: St. Barth's to Charlestown, Nevis

We depart Colombier first thing and make our way to an anchorage just offshore to the Four Seasons Hotel near Charlestown on Nevis, one of the most relaxing islands in the Caribbean. Vividly green with blue skies, clean air and long empty beaches, Nevis has a pace of life that encourages you to stop and appreciate all the natural beauty around you. Located on the island is the lovely Montpelier Plantation and Beach Hotel where lunch may be organized. Once a sugar plantation, it has since been converted to a magnificent estate. To fully complement your meal at Montpelier, you will find a well-stocked cellar with exceptional wines and aged rums.

Underway – 54 nautical miles – 4 hours




Day 8: Nevis to Great Salt Pond, St. Kitts

After breakfast, we depart Nevis and make our way to our anchorage near Great Salt Pond in St. Kitts. Transportation will be arranged from Christophe Harbour Marina to the Robert L. Bradshaw International Airport. This vacation may be over; however, the memories and photos will last a lifetime!!!

Underway – 6 nautical miles – 1 hour

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