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- APRIL 21**
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Introducing FYBA's New President

BY PAUL C. FLANNERY, SYS Palm Beach

First, let me start by saying that I am humbled and honored to have been asked to serve as President of FYBA for the 2016 term. It is with great optimism that I take the helm, and will work diligently with my fellow Board members to continue the great work started by those who have served before me. This is my seventh year as an active board member and it is wonderful to see what we have been able to accomplish and fascinating to see the opportunities that lie ahead. I am surrounded by a well-seasoned Board of Directors and I am sure we will continue to accomplish great things for the benefit of our industry.



As you are reading this, we are just kicking off our Second Annual Yacht Engineering Seminar and this year have added an Expo component. The purpose of the Expo is to give brokers an opportunity to talk with vendors and learn about the products that we don't get a chance to see during the boat shows. (If you're anything like me, it's "bell to bell" in the booth during boat shows and we never get time to learn about the new products and accessories that our clients need and want.) We'll also have a seven-segment educational component to the day covering subjects from Air Filtration to Sound Suppression and an in-depth discussion about NMEA 2000 and the Smart Yacht. Don't miss the chance to hear some really great speakers and learn about some great products at the Westin Fort Lauderdale Beach Resort on April 5, 2016. Breakfast, lunch and happy hour are included in the price of admission. See you there!

On the Legislative front, our Deferred Importation initiative has gained good traction with the naming of House Resolution 4065, sponsored by Representative Lois Frankel of Palm Beach and co-sponsored by six other Representatives in Congress. At this writing, it has been introduced into the House and has been referred to Ways and Means. I, along with members of the Public Affairs Committee and our Executive Director, will attend the American Boating Congress in Washington D.C in May where we will have an opportunity to speak with Congressmen and Senators and make them aware of how important this is to our industry. We will keep you updated on our progress.

Springtime is here, so it's "full on" boating season. Good luck selling, and keep an eye out for notices from FYBA about what's happening in our community.

Yours Truly,

Paul

Paul C. Flannery, President
FYBA

From the Desk of the Executive Director

BY CINDY SAILOR

Looks like boat show season is officially in wind-down mode, and I hope you all had exceptional success this year. Available sales data suggests we experienced growth year over year through February, so it seems like we are on a positive trajectory in spite of a bumpy election season and all of the other factors that can cool a hot buying market.



With regards to Yachts Miami Beach, we have had and will continue to have meetings and discussions with Show Management about the disappointing attendance at the show. One thing that we all agree on is that the confusion created by the NMMA's move to Virginia Key was more than likely a first-year phenomenon, and next year yacht buyers will know that the Collins Ave. show is THE yacht show. Many of you have told me tales about clients flying in to Miami, only to be Uber'd over to Key Biscayne when they asked to be taken to "the boat show". FYBA is working closely with Show Management on some changes for next year that will include a much more aggressive broadcast media program and a comprehensive dock redesign to optimize all of the displays, so each exhibitor gets an equal share of the foot traffic. Suffice to say, we are on it, and this year will be a top priority as we build to 2017.

By the time you receive this, we will be one week away from FYBA's 2nd annual Yacht Engineering Seminar. The inaugural event happened only one month after I joined FYBA, but I immediately knew it was going to be a huge annual event for the association. As Paul explains in his column, the educational component will be a unique opportunity for our members to get a comprehensive understanding of the various systems and equipment in these often very complex

vessels. And, as a bonus, attendees also will receive 10 CPYB credits toward your annual certification requirement. Please reserve your spot today at www.fyba.org.

I'd also like to take this opportunity to welcome our two newest FYBA Board members, Jeff Stanley from Gilman Yachts and Rob Newton from Yachtzoo. We are thrilled to have these experienced members on our Board of Directors, and look forward to seeing their contributions to the association. The Board held its annual planning session in February and several initiatives were identified within each committee that we will be working on over the next year. I will update you on the progress as these projects come to fruition.

As always, please let me know what's on your mind. Email me: cindy@fyba.org

Yours truly,

Cindy

Cindy Sailor, Executive Director
FYBA

WELCOME NEW BOARD MEMBERS:



Jeff Stanley, Gilman Yachts



Rob Newton, YACHTZOO

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Coast Guard Clarifies Requirements for Foreign-Flagged Yachts

On November 18, 2015, the United States Coast Guard published a policy letter titled “Guidance on Port State Control Examinations for Foreign Flagged Yachts.” Many yacht owners are concerned about this policy letter’s implications for operating their foreign-flagged yachts in the United States. What was the reason behind this policy letter, and what does it mean for yacht owners?

Under federal law, certain categories of vessels are subject to inspection by the Coast Guard. These inspection requirements apply to both U.S. and foreign-flagged vessels. Although standards for vessel construction, safety, and equipment are primarily determined by a vessel’s flag state, port states have the right to enforce standards on vessels entering their waters. Among the vessels subject to Coast Guard inspection are “seagoing motor vessels,” which are vessels of at least 300 gross tons that make voyages beyond the “boundary line,” an imaginary line that divides internal from offshore waters. Foreign-flagged yachts of 300 gross tons or more meet this definition and are therefore subject to inspection under federal law.

Unlike many other jurisdictions, the United States has never adopted a set of vessel regulations specifically designed for large yachts, such as the Maritime and Coastguard Agency’s Large Commercial Yacht Code (LY3). As a result, in the United States, the vessel regulations that would apply to large yachts are the same ones that apply to merchant vessels. Because these regulations were not designed for yachts and include, among other things, standards related to vessel construction, as a practical matter, it is almost impossible for large yachts to meet these regulations. For this reason, almost no large yachts are documented under the laws of the United States.

As an alternative to meeting Coast Guard inspection requirements, foreign-flagged vessels may obtain a certificate from their flag state evidencing compliance with the International Convention for the Safety of Life at Sea (SOLAS). While large yachts of 500 gross tons or more may obtain SOLAS certificates, many flag states will not issue these certificates for vessels of less than 500 gross tons. As a result, before the November 18 policy letter, foreign-flagged yachts of at least 300 gross tons, but less than 500 gross tons, occupied a sort of twilight zone, too large to avoid inspection but too small to obtain equivalent certificates. For this reason, for many years, the Coast Guard declined to enforce inspection requirements for such yachts.

The policy letter represents the Coast Guard’s effort to

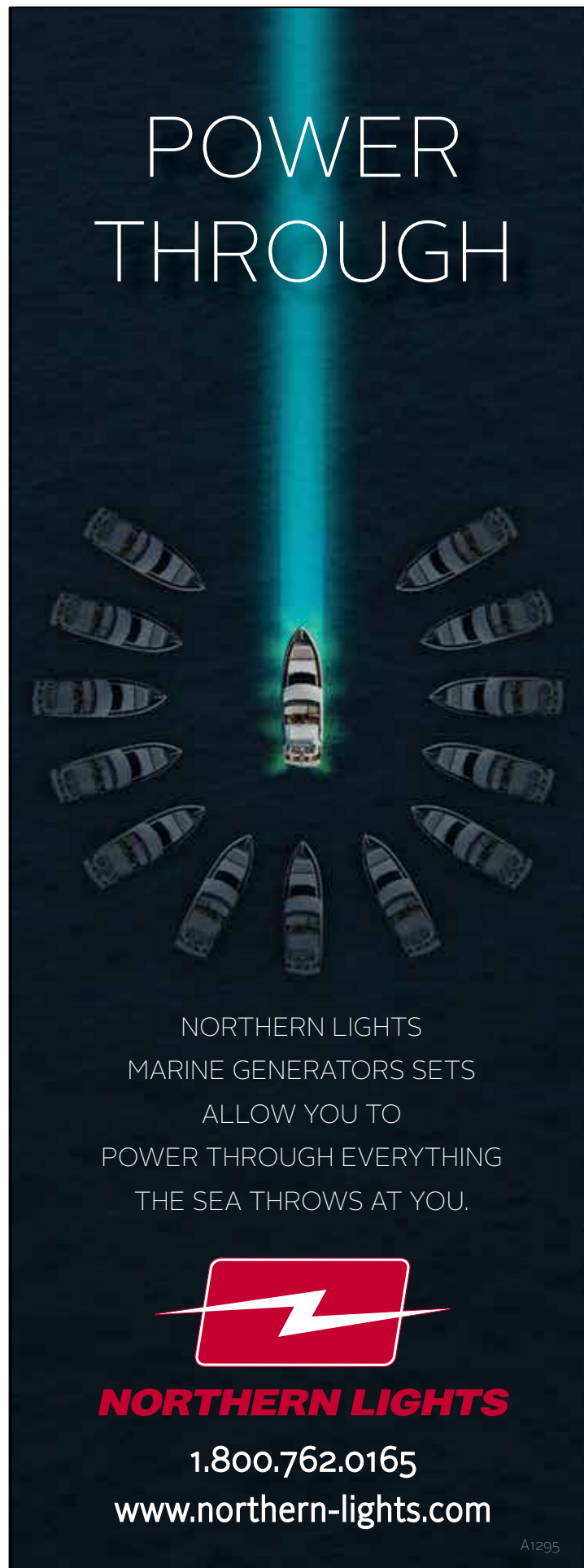
BY DAVID R. MAASS, Alley, Maass, Rogers & Lindsay Law Firm

reconcile the letter of the law with the reality of large yacht registration. Specifically, the policy letter says when the Coast Guard will accept flag-state certificates in place of an inspection and what certificates they will accept. The requirements depend on whether a yacht is engaged in trade, the number of passengers, and tonnage. “Engaged in trade” means that a yacht carries at least one paying passenger, such as a time charterer, and does not include yachts under a valid bareboat charter.

The specific requirements are as follows: Yachts of any tonnage that are engaged in trade and carrying more than twelve passengers must hold a valid Passenger Ship Safety Certificate. Because this certificate requires full SOLAS compliance, it will be almost impossible for most yachts to obtain. For yachts engaged in trade carrying twelve or fewer passengers, the requirements depend on the yacht’s tonnage. Yachts of 500 gross tons or more must hold a valid Cargo Ship Safety Equipment or Cargo Ship Safety Certificate. Yachts of at least 300 gross tons, but less than 500 gross tons, must hold a valid Cargo Ship Safety Equipment or Cargo Ship Safety Certificate, if available from the yacht’s flag state, or, alternatively, a certificate of compliance with a large yacht code, such as LY3. In any case, the requirements related to yachts engaged in trade are unlikely to pose a challenge because foreign-flagged yachts are generally prohibited by the coastwise laws from engaging in trade; thus, when foreign-flagged yachts carry charter guests, they do so under bareboat charter, which does not constitute an engagement in trade as long as the charter is valid. Yachts of 300 gross tons or more that are not engaged in trade, regardless of the number of passengers, must hold a valid Cargo Ship Safety Equipment or Cargo Ship Safety Certificate, or, alternatively, a certificate of compliance with a large yacht code. In addition, although the Coast Guard is still developing a national policy, for vessels of less than 500 gross tons, which generally cannot obtain a Cargo Ship Safety Equipment or Cargo Ship Safety Certificate, the Coast Guard may also accept other documents or certificates evidencing compliance with flag-state safety standards.

Many foreign-flagged yachts of at least 500 gross tons already carry the required certificates. The November 18 policy letter presents a more significant issue for owners of foreign-flagged yachts of at least 300 gross tons, but less than 500 gross tons. Under the policy letter, these yachts will need to obtain a certificate of compliance with a large yacht code, such as LY3, or some other acceptable evidence of compliance with flag-state safety standards, in order to avoid Coast Guard inspection. However, they do not need to change to a commercial registration if they are not engaged in trade.

David R. Maass is an associate at Alley, Maass, Rogers & Lindsay, P.A., in Palm Beach, where he focuses his practice on yacht transactions. For more information, please email david.maass@amrl.com or call 561.659.1770.

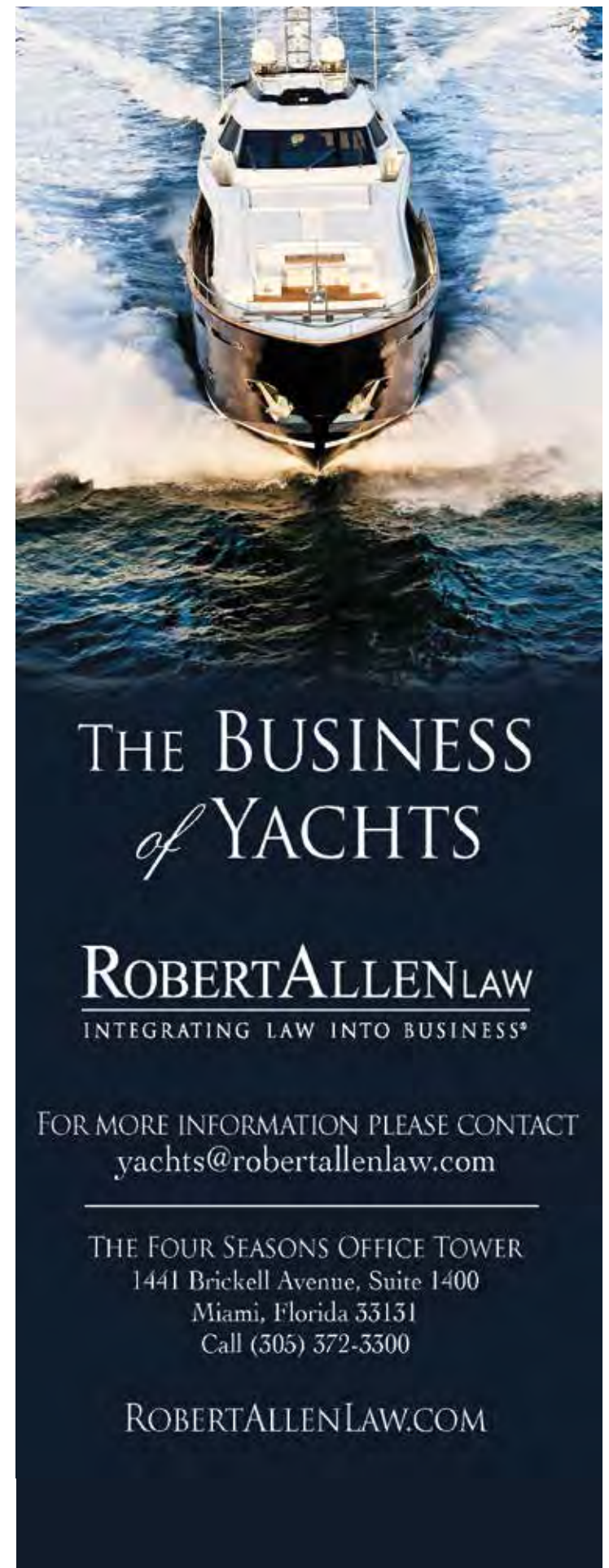


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A Brief Summary of Brokers' Rights – Part 2.

Refer to Part 1 in our Feb/Mar 2016 COMPASS issue.

In the first part of this article, we focused on the all-important concept of Procuring Cause. To determine if a broker is entitled to a commission, a court must determine if that broker was the agent who started the continuous process of bringing the buyer and seller together. In this part we will discuss some variation on the basic question of who was the Procuring Cause.

The Buyer and Seller Cannot Avoid their Obligations by Intentionally Excluding the Broker

Florida courts have held that a broker who brings the buyer and seller together may be entitled to a commission in the absence of an express contract; even if the sale was not the result of continuous negotiation conducted by the broker, if the seller and buyer intentionally exclude the broker from the negotiations. Intentional exclusion does not require a showing of bad faith. Rather, intentional exclusion means that the buyer has negotiated directly with the seller without the participation of the broker who first brought the parties together. This negotiation is called 'secret' because only the buyer and seller are in on it. The seller and buyer need not have acted in a 'secret,' 'clandestine,' or conspiratorial manner. These terms, in this context, mean nothing more than that the buyer has negotiated directly with the seller without the participation of the broker who first called the property to the buyer's attention.

"...[I]f the seller and buyer intentionally exclude the broker from the negotiations and then strike a deal, the broker is still entitled to a commission. When the broker has brought the prospective parties together, they cannot complain that the broker did not participate in negotiations when they have purposely excluded the broker from these negotiations by dealing with one another directly and in secret."

The broker is entitled to receive a commission because an implied in fact contract existed which requires the seller to pay a commission. An implied-in-fact contract is formed under Florida law when the services were performed under circumstances fairly raising a presumption that the parties understood, and intended that, the defendant would pay for those services.

A contract implied in fact, *"is based on a tacit promise, one that is inferred in whole or in part from the parties' conduct, not solely from their words. The conduct of the parties must be examined and interpreted "to give definition to their unspoken agreement". Id. "Conduct will create a contract if the conduct of both parties is intentional and each knows, or*

BY MICHAEL MOORE, Moore & Co. Law Firm

under the circumstances should know, that the other party will understand the conduct as creating a contract."

An Express Request for Brokerage Services Is Not Required

Florida law does not require that the defendant request the services that are the subject of the claim. Further, a sub-agent appointed pursuant to the implied authority of the principal, in the absence of an express agreement to the contrary, can look directly to the principal for his compensation.

Brokers Can Be Entitled to Recovery Under a Doctrine called Unjust Enrichment

There is even a third way to recover using equitable concepts which are based on the concepts of fairness and justice. *"A claim for unjust enrichment is an equitable claim, based on a legal fiction created by courts to imply a contract as a matter of law."*

Thus, *"[a]lthough the parties may have never by word or deed indicated in any way that there was any agreement between them, the law will, in essence, 'create' an agreement in situations where it is deemed unjust for one party to have received a benefit without having to pay compensation for it."*

To prevail under an unjust enrichment theory; "the plaintiff must prove that (1) the plaintiff has conferred a benefit on the defendant, who has knowledge thereof; (2) the defendant has voluntarily accepted and retained the benefit conferred; and (3) the circumstances are such that it would be inequitable for the defendant to retain the benefit without paying the value thereof to the plaintiff. Id. Further, the benefit conferred must be a "direct" benefit."

The most significant requirement for a recovery on this theory is that the enrichment to the defendant be unjust.



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Getting Your Broker's License: Electronic Fingerprint FAQs

The State of Florida Department of Business and Professional Regulation (DBPR) Division of Florida Condominiums, Timeshares and Mobile Homes, recently added another hoop you have to jump through when applying for your yacht broker's license. Now, the Division will accept only electronic fingerprints with your application; fingerprint cards are no longer accepted.

If electronic prints are submitted, the application fee is \$500.

The DBPR provides these answers to Frequently Asked Questions about electronic fingerprinting:

1. How do I find a vendor to submit my fingerprints to the DBPR?

The DBPR accepts electronic fingerprinting services offered by Livescan device vendors that are approved by the Florida Department of Law Enforcement and listed on their website. You can view the vendor options and their contact information at www.fdle.state.fl.us/Content/Criminal-History/Livescan-Service-Providers-and-Device-Vendors.aspx. The applicant is wholly responsible for selecting the vendor and ensuring submission of the prints to DBPR.

2. What information must I provide to the Livescan vendor I choose?

You must provide accurate demographic information as well as personal identification, identify the reason for being fingerprinted, which is: "Ch. 326, Florida Statutes, Yacht Broker License" and provide the correct Origination Agency Identification (ORI) code: FL921900Z. NOTE: Failure to provide an ORI number or incorrect ORI number to the vendor will prevent DBPR from receiving your fingerprint results. Please contact the vendor in advance to confirm any other information they may require.

3. How does the electronic fingerprinting process actually work?

In the traditional method of fingerprinting, ink is applied to each of your fingers which are then "rolled" across a fingerprint card to obtain your results. With electronic fingerprinting, there is no ink or card. Your fingerprints are "rolled" across a glass plate and scanned. It is faster and cleaner than the traditional method. Electronic fingerprinting reduces the likelihood of illegible fingerprints and will reduce the overall application processing time.

4. How long will it take to have my fingerprints scanned?

It should take approximately 5-10 minutes.

5. How much does the electronic fingerprinting cost?

The total fee charged by each vendor varies. Please contact

the vendor to obtain this information. The fingerprint results are usually received by the Division two to four days after your fingerprints are scanned.

6. What do I need to bring with me to the Florida electronic fingerprinting site?

All applicants will be required to bring two (2) forms of identification on the day of scheduled fingerprinting. One of the two types of identification must bear your picture and signature such as a driver's license, state identification card or passport.

7. What should I do if I am notified by the DBPR that the Florida Department of Law Enforcement or the Federal Bureau of Investigation determined my fingerprints were illegible?

The electronic fingerprint scanning machines are equipped to determine if your fingerprints scanned successfully; however, if it is determined by the FBI that your prints were not legible, we will send you a notification letter asking you to go back to the same vendor that did your initial prints and schedule a re-roll of your prints. You may be responsible for any costs associated with the re-roll of your fingerprints as determined by the vendor.

8. Can I use my recent prints to apply for another professional license?

Your prints cannot be shared between professions or with other agencies. You are required to have separate prints for each license you are applying for.



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FYBA American Boating Congress

Push for Passage of Deferred Importation Legislation Heads FYBA's Agenda for the American Boating Congress

The push for passage of legislation that would allow U.S. citizens to purchase foreign-flagged yachts while in U.S. waters without paying a costly import duty prior to the sale (also known as Deferred Importation) heads FYBA's legislative agenda for the upcoming American Boating Congress (ABC), the recreational marine industry's annual legislative and political gathering in Washington, D.C.

FYBA is one of more than 30 companies and organizations sponsoring the event, which runs May 9-11. Cindy Sailor, FYBA executive director, and Jeff Erdmann, chairman of the association's Legislative Affairs Committee, will be among the FYBA representatives attending ABC.

ABC provides attendees the chance to join their recreational marine and yachting industry peers in information sessions and workshops, and meet one-on-one with their congressional representatives and educate them on issues that impact the industry and their businesses. It also provides attendees with an opportunity to build and strengthen relationships that can help the recreational boating industry grow and prosper. For more information, or to register please visit: www.nmma.org/government/abc.

Deferred Importation is just one of the marine industry legislative issues that will be discussed during ABC. However, for FYBA members and yacht brokers nationwide, it is a key issue. The Deferred Importation lobbying effort got a major boost last fall when Congresswoman Lois Frankel (D-FL) submitted to Congress a bill – H.R. 4065 – that would amend the Tariff Act of 1930 and allow U.S. residents to defer paying duty on foreign-flagged yachts until the point of purchase. It was referred to the House Committee on Ways and Means for review. Frankel held a press conference in March during the Palm Beach International Boat Show, where she continued to speak out in favor of Deferred Importation.

The bill now has seven co-sponsors – five Republicans and two Democrats. Erdmann said support for Deferred Importation is growing, given the positive impact passage of the law would have on the brokerage industry and the number of jobs it would create.

"We feel fairly confident that the bill should pass in the current (114th) Congress," Erdmann said. "Passage of Deferred Importation would be the most positive thing to hit the yachting industry legislatively since passage of the

Florida sales tax cap. And the best thing is, it won't cost the Federal Government a penny."

Removal of this outdated law would allow U.S. residents to board and purchase foreign-flagged vessels while in U.S. waters without first paying an import duty; something currently only non-U.S. residents are permitted to do. Repeal of the law simply would defer payment of the duty until the boat is sold, just as other nations require of U.S.-flagged vessels sold while in their waters.

Studies show that implementation of Deferred Importation would generate thousands of industry-related jobs and encourage \$2.46 billion in additional U.S. recreational marine sales and economic activity.



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FYBA Member News

BARTRAM & BRAKENHOFF YACHT SALES is pleased to announce that David Lacz' new listing, a 116' 2006 Azimut Motor Yacht, has relocated to San Diego, Calif., after recently having interior & exterior upgrades. She also just completed annual shipyard maintenance. M/Y SYRENKA, a 1994, 137' Palmer Johnson, also a David Lacz listing, has had a \$300,000 price reduction and is available for inspection in Stuart, Fla. www.barttbrak.com.



BOATHISTORYREPORT.COM is proud to announce our newest Elite Partners, South Shore Marine and Duncan's Boats. We look forward to hearing how being an Elite Partner is enhancing your customer experience both online and on location. Welcome Aboard!

We also are proud to announce our membership with NASBLA's Vessel

Registration and Titling Committee. Through our participation, we will be able to help shape critical changes that will influence the ability to track a vessel's history and document information. Lastly, would like to say thank you to FYBA for the beautiful award from the Annual Dinner! It's found a prominent place for all to see!

BRADFORD MARINE is pleased to announce Randall Burg has joined our Fort Lauderdale brokerage team. Randall, formerly with IYBLUE, comes to Bradford with a lifetime of yachting experience and is eager to apply his "Concierge Attitude" to his client's needs. Welcome Aboard, Randall!

Bradford Marine also reports the recent sales of 115' Northcoast MARBELLA II, 100' Tarrab MAKING MEMORIES, 67' Hatteras VENTURESUM IV by Whit Kirtland; 82' Tarrab THUMBS UP by Tucker Fallon; 80' Lazzara DIFFERENT DRUMMER II by Carlos Navarro, and 52' Ocean Alexander by Chris Saumsiegle. Visit Bradford Marine's Yacht Showroom to view new listings or full specs at www.bradford-marine.com, phone: 954.377.3900.



Thank you to all the brokers, support staff, and sponsors (Yacht Controller, ISS GMT, Atlss Insurance, Premiere Detailing, and Marina 84) for a great turnout at our March Brokers' Open House. (Pictured – brokers viewing EMILIE.)

CAMPER AND NICHOLSONS reports the sale of the 164' Isa, PAPI DU PAPI, 2012, sold in house by Fernando Nicholson; the 96' Burger, SOVEREIGN, 1966, sold in house by John Weller and Bob O'Brien, and the 85'4" Ferretti 2012, Club M, listed by Scott Goldsworthy.

HATTERAS YACHTS Sales Manager John D'Agostino announces the opening of the new Hatteras Sales Center at the Hyatt Regency Pier Sixty-Six Resort & Marina in Fort Lauderdale. Designed to cater to the needs of Hatteras dealers and their customers, it includes an elegant office suite and slips in the marina to display new and pre-owned Hatteras Yachts and trades, making it easier and more convenient to arrange

customer tours and sea trials. The Hatteras Sales Center is located at Pier Sixty-Six, 2301 SE 17th St. Causeway, Fort Lauderdale, 33316. It is open Monday through Friday from 8 am to 5 pm. Please stop by or call 954-393-0933 to schedule an appointment. If you are looking for service rather than sales, the Hatteras/CABO Yachts Service Center on State Road 84 in Fort Lauderdale is still open.



HORIZON YACHTS showcased a P110 tri-deck superyacht, E88 open bridge motoryacht, E78 open bridge motoryacht, PC60 power

catamaran, and PC52 power catamaran at the 2016 Palm Beach International Boat Show, March 17th-20th. The E88 is the first open bridge version built and features a new beach club design, four ensuite guest staterooms + crew, CAT C32 1,900hp engines, zero speed stabilizers and more. For more information, please contact Elise Moffitt at 561-721-4850 or elise@horizonyachtusa.com.



LUKE BROWN YACHTS Business remains brisk at Luke Brown Yachts. Andrew Cilla sold TRUE NORTH, the 112' Westport, listed with Crom Littlejohn, and Dana Cambon sold SOTAJ, the 139'

Abeking & Rasmussen, listed with Kevin Merrigan. Some of the other sales in the past month include Andrew Cilla's 70' Marlow, ZULA, and ESCAPADE, the 57' Selene listed by Phil Annunziato and Kiki Bosch.

The firm also obtained some quality listings in the past month. Andrew Cilla listed TWILIGHT, the 118', 1985/2015 Burger with Wes Sanford of Northrop & Johnson. Ron McTighe and Jason Dunbar listed BOHEMIA III, the 74' Marlow, 2010. Bobby David listed ELDORADO, the Offshore 66, 2006. Mike Hartman is sharing the listing on LA BELLE HELENE, the 62' Huckins, 2008 with Huckins Yachts, and Parker has listed THE ESCAPIST, ex-FINE PRINT, the 75' Hatteras, 2003. Steve Deane has listed LOLLI & POP, the 65' Viking/Princess, 2003.



LUXURYDAYCHARTERS.COM is pleased to offer the gorgeous Zeelander Z44 for Day Charters in South Florida. Having also chartered in Newport, RI at the end of last summer, the Z44 is becoming

a popular day charter boat for high-end clientele. Contact Dhardra@LuxuryDayCharters.com for current rates & availability.



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is available on iPhone and Android. To learn more visit miride.com. To learn more visit miride.com.

NATIONAL MARINE MANUFACTURERS ASSOCIATION has sold its California boat shows to the Duncan McIntosh Company. The San Diego International Boat Show, scheduled for June 16-19, will continue as planned under the new management. The NMMA will still be involved in regulatory and legislative issues that concern California.

ROBERT ALLEN LAW is proud to announce the addition of Serena Witter and Stephanie Klein to its Miami-based attorney team.

Prior to joining the firm, Ms. Witter focused on commercial litigation and personal injury law. She received her J.D., cum laude from the University of Miami School of Law and her B.S. from Stanford University. At Robert Allen Law, Ms. Witter will focus on complex commercial litigation. She is a Board Member of the Caribbean Bar Association and a member of the Wilkie D. Ferguson Jr. Bar Association and the Gwen S. Cherry Black Women Lawyers Association.

Ms. Klein recently earned her J.D. cum laude from Florida International University College of Law, and her MBA from the Florida International University Chapman School of Business. She received her B.S. in Business Administration magna cum laude from Honors College, College of Charleston. Her practice will concentrate on Admiralty & Maritime Law as well as Corporate and Commercial transactions. For more information, visit www.robertallenlaw.com.

TECHNOMARINE YACHTS, INC. announces the acquisition of the yacht brokerage firm Palm Beach Power Boats, located in Palm Beach, Florida.

"This is our second acquisition in the last nine months, and just one of several organizational expansions we are hoping to achieve as we continue the phenomenal growth we're experiencing in both our sales team and our overall operations management," says Technomarine Yachts, Inc. President, Dennis Close. "We see great things in the coming months ahead, especially in the new yacht construction segment, and we're staying well ahead of that curve with forward-thinking management.... We are thrilled to have industry veterans like the father and son team of Robert and Brian Oelbermann aboard with us at Technomarine."

Robert Oelbermann, founder and owner of Palm Beach Power Boats, says, "This move will allow us widen our opportunities to pursue additional revenue streams. We will also have the ability to represent both brokerage vessels and new yachts, allying with Technomarine's global footprint and 35-year brand history. It's a strong move for us both." For more information, visit www.technomarineyachts.com or call 888-418-3625.



TOM GEORGE YACHT GROUP Broker Jimmy Rogers continued his upward sales trend with Hatteras Yachts, contracting two new builds at the Miami Boat Show, a GT54 Sportfish and a 70 Motor Yacht. "We (TGYG) have very much

enjoyed working with the Hatteras team since they signed us on a couple years ago. They have done tremendous work bringing back the Hatteras brand to the prominence it deserves. We are

excited to bring this top shelf product to our clients." Jimmy received the 2014/2015 Hatteras Circle of Excellence Award and the "Hot Shot" Award. Both Tom George and Jimmy have been nominated to the exclusive Hatteras President's Club for 2016.

UNITED YACHT SALES is happy to announce that Matt Condon has joined the UYS team. Matt will head up the Destin, Fla. office of the (UYS) Emerald Coast Yacht Division. Matt is a well-known and respected industry veteran, formerly with Galati Yacht Sales. Please contact him at mattcondon@unitedyacht.com.

United Yacht Sales also is pleased to announce the inception of its LUX Division, featuring brokerage, charter and charter management for luxury vessels. Nicole Haboush, the charter division director, is a highly recognized veteran with over 25 years of experience in the charter industry. The LUX Charter Division will provide clients with charters around the world and promote charter marketing.

The LUX brokerage division will be captained by Peter Schmidt, founder/CEO of United Yacht Sales. The LUX office is operating out of the Lauderdale Marine Center and is the only on-premises brokerage. There is one brokerage position available for a highly qualified, experienced broker at this location. Please submit serious inquires in strict confidence to peter@unitedyacht.com.

YACHTCLOSER announces the opening of its new office in Fort Lauderdale at 777 SE 20th Street, Suite 210. For more information, please visit www.YachtCloser.com or call Phone: 800-669-2572.

YACHT CONTROLLER is pleased to announce record Miami Boat Show sales, and thanks the members of the FYBA for their continued support. This marks the 8th consecutive year of double-digit compounded growth for Yacht Controller products which are now included under our new branding as



Our products include Yacht Graphx (backlit names for yachts), Yacht Thruster, Yacht Connect, Yacht Command and now Yacht Protector – the wireless monitoring, security and tracking system for boats. We are pleased to continue our sponsorship of the FYBA Third Thursday events and welcome broker inquires at any time. Yacht Controller systems help sell boats.



YACHTZOO is pleased to announce the recent sale of the 107' Maiora, TUSCAN SUN. The five-stateroom yacht was built in 2008 and was asking EUR 2,900,000.

TUSCAN SUN was sold by YACHTZOO to a European buyer. For further details, please contact: Rob Newton rob@yacht-zoo.com

New to the sales fleet at YACHTZOO is the 161' Trinity Yacht, MUSTANG SALLY. This rare, six-stateroom yacht was built in 2008 and has been continuously upgraded. Her asking price has been set at USD 19,250,000. For further details, please contact: Rob Newton rob@yacht-zoo.com. MUSTANG SALLY also is offered for charter this winter in the Caribbean/Bahamas and this summer in the Western Med. For full details, please visit charterfleetUSA@yacht-zoo.com.

Florida Yacht Brokers Association Expands Yacht Engineering Seminar

Excitement is building as the April 5 date for the FYBA's 2nd Annual Yacht Engineering Seminar (YES) approaches. There's still time to register for the event, which will be even bigger and better than last year's inaugural version. For registration details please contact Shay Loudenslager at shay@fyba.org.

YES has relocated to the Westin Fort Lauderdale Beach Resort, which offers spacious conference facilities. FYBA also has added a new expo hall, where up to 25 exclusive vendors will be able to showcase their products and services to the attendees of the event.

"More than 180 yacht brokers, technical service providers and other yachting industry professionals attended last year's Yacht Engineering Seminar, and we expect many more this year," said FYBA Executive Director Cindy Sailor. "FYBA members are among the most influential people in the yachting industry today. They are responsible for 80 percent of yacht sales in Florida, 50 percent in the nation and 20 percent around the world. The new YES Expo Hall will give vendors the opportunity to network with and educate these industry influencers about their products and services."

Title sponsors for this year's YES are Advanced Mechanical Enterprises and Cummins Diesel. The event's Anchor sponsors are Marine Electronic Installers, DeAngelo Marine Exhaust, Northern Lights and Robert Allen Law.

The 2nd Annual YES will feature a full-day of educational seminars and presentations that are designed to help brokers and technical personnel gain a greater understanding of the engineering aspects of the vessels they sell and service. YES encompasses a wide variety of individual sessions that range from presentations that drill down on technical subjects, such as marine propulsion, noise suppression and coatings, to in-depth analysis of issues that impact the entire yachting industry, like international maritime standards and regulations.

"Last year's symposium, which earned rave reviews from the attendees, had something for everyone from the most experienced surveyor to the yacht broker who is new to the industry," Sailor said. "The FYBA's Seminars & Events Committee has lined up another outstanding panel of experts and list of topics for this year's event."

THE AGENDA FOR THIS YEAR'S YES:

8:00 – 8:45: Registration & Continental Breakfast

8:45 – 9:00: Introduction and Welcome

9:00 – 9:45: *ABYC: Who are those guys?, presented by John Adey, ABYC*

9:45 – 10:30: *Repower 101: The Basics of Repowering & Engine Rebuilds, presented by Iain Pelto and Mark Goosic, of Cummins Diesel*

10:30 – 11:15: Break & Expo Hall

11:15 – 11:45: *NMEA 2000: Smart Yacht Technology, presented by Peter Braffitt, Gemeco*

11:45 – 12:30: *Noise Suppression: What's that noise?, presented by Rich Merhige, Advanced Mechanical Enterprises*

12:30 – 1:45: Lunch & Expo Hall

1:45 – 2:30: *Air in/Air Out: Engine Room Ventilation & Exhaust, presented by Michael Murray, Murray Marine Consulting, and Jorge Lang, DeAngelo Marine Exhaust*

2:30 – 3:15: *Electrical Power Generation: The How & Why, presented by Bob Senter, Northern Lights*

3:15 – 3:45: Break & Expo Hall

3:45 – 4:30: *Hull Form & Stability: All about that bass, presented by Bruce Angel, Hatteras Yachts, and Brook Stevens, Seakeeper*

4:30 – 5:30: Cocktail Reception & Expo Hall

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STORY BY RICH MERHIGE,
Advanced Mechanical Enterprises (AME)

Good Vibrations

Protecting your clients and their transaction is one of the most important things a yacht broker can do. In terms of the well-being of the vessel itself, a vibration analysis is the most important safeguard that can be put in place—and it's a very small monetary investment.

A vibration analysis can verify and document the condition of the vessel, helping to negotiate the selling price for the buyer, or protect the seller from faulty claims after the sale. It also sheds light on items that need to be addressed immediately, and those that will need attention in the near future. The formal documentation provided in a vibration analysis report is even more important if maintenance on the vessel wasn't diligently documented, or if the seller is being less than forthcoming.

Everything with mass vibrates. Vibration is a mechanical principal, in which oscillations occur around a point of equilibrium. When vibration is present, it should never be regarded merely as an annoyance. When a vessel's machinery is noticeably noisy and vibrating, there most definitely are underlying mechanical issues.

Vibration isolation theory is not too difficult to understand once some basic terms become familiar. Frequency is the number of complete cycles of oscillation that occur in a given period of time. Natural frequency is the number of complete cycles of oscillation a mass will vibrate in a given period of time if a force displaces it from its center, allowing it to vibrate freely. Disturbing frequency is defined as the frequency of vibration that is caused by an unbalanced, rotating, or reciprocating movement of mass. When the disturbing frequency equals the natural frequency of the isolation system, exaggerated movement occurs, called resonance.

When working to reduce vibration, the theory of isolation comes into play, particularly in regards to engine mounts. All machines, while in operation, emit vibration of some sort that will vary in intensity or amplitude. Since vibration is a force, introducing an opposite force can reduce the transmission. Successfully "isolating" the vibration requires an assessment of the installation, including the weight of what is supported; the disturbing frequency of the machine, and the rigidity of the structure of the supporting machine and its foundation.

When seeking to reduce the transmission of vibration, a robust material that deflects when exposed to static load should be introduced. The material needs to be so resilient, that it returns to its original height after the load is removed.

Rubber in engine mounts is a prime example of a material that has these properties. When engine mounts deflect from the mass of the engine, they establish low natural frequency of the isolation system. When the isolation system is at a lower frequency than that of the machine, vibration is absorbed by the rubber in each phase of its cycle. The lower the natural frequency and the higher engine RPM, the more efficient the isolation system. Successful isolation systems also aid in noise reduction, as they break the flow of structure-borne noise coming from the machine.

A prudent investment

Vibration analysis uses collected data to break down vibration into individual frequency components. Seasoned analysts use three methods to analyze data: manufacturer's requirements, comparing it to another similar machine that is known to be operating well, and utilizing published vibration standards. The frequency, direction, and amplitude of the vibration are then examined. Using those factors as a basis, mechanical issues such as deteriorated or incorrectly installed engine mounts, bent shafts, engine misfire, exhaust deficiencies, and propeller issues can be detected.

The benefits of having a vibration analysis go way beyond forecasting mechanical failures, however. The analysis provides valuable information backed up by science that cannot be argued during the negotiations taking place during a sale. A vibration analysis is a prudent investment that provides peace of mind that the client is getting what he or she is paying for, and that the broker's transaction is solid.



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BY KIM KAVIN, CharterWave

Strong Summer Yacht Charter Season Projected

The Balearics are booming. Croatia is the Eastern Med's magnet for yachts. Alaska is nearly booked solid. From the Bahamas to the South Pacific, here's a look at the coming season's market for charter.

American clients are continuing to drive crewed charter business on yachts 80 feet and larger around the world, a trend that was first noted in early 2013, strengthened in 2014 and 2015, and appears on track to continue straight through the end of the 2016 summer season.

Several U.S.-based brokers, along with global companies such as Yachting Partners International (YPI) and Fraser Yachts Worldwide, have been reporting for several years now that business has rebounded from the global economic recession. Fraser first announced the pickup in bookings during the end of the Caribbean season in February 2013. By June 2015, YPI was seeing such strong Mediterranean charter interest that the company was anticipating its best year ever.

At the Antigua Charter Yacht Show this past December, several U.S. brokers tallying their year-end numbers said 2015 turned out to be the most lucrative of their careers—and all of them were optimistic that business would soar again this summer.

So where is the most action going to be? Here's a breakdown of all the major summer charter destinations and where the indicators point for each.

West Mediterranean

When the Spanish government repealed its matriculation tax for charter yachts over about 50 feet and larger in October 2013, the expectation was that the Balearic Isles would see a boom in bookings for summer 2014. That did happen, to a degree, but an even bigger influx hit in summer 2015, with some brokers reporting that clients now see Ibiza as the “newer, younger St. Tropez.”

Plenty of charter yachts are, of course, reporting bookings in Italy and France, but with demand for Spain expected to continue, more and more managers have been adding yachts with Spanish charter licenses to their fleets (or helping existing fleet yachts get the licenses). Recent examples range from the 95-foot Horizon *Smiles of London* with Ocean Independence to the 177-foot Baglietto *Mischief* with Edmiston and Company.

East Mediterranean

A perfect storm of news reports about the Greek economic crisis, refugees fleeing Syria for the Greek Isles and terrorists striking in Turkey saw a number of American clients canceling East Mediterranean charters last summer. To be clear, there were many successful charters in Greece and Turkey during

2015, but looking ahead to 2016, there appears to be a trend toward management companies repositioning yachts to Croatia and Montenegro, especially from Turkey. The idea is that Croatia is not on the U.S. nightly news, and it remains an undiscovered paradise even for repeat clients who have booked in the West Med for years.

One sign of the shift is that Contact Yachts—known until recently as Contact Turkey, a company widely respected for managing upscale gulets from Marmaris to Bodrum—began actively advertising for Croatia bookings in early March. Another trusted company in Turkey, Blue Point Yachting, sent word in February that its popular gulet *Papa Joe* will reposition to Croatia for the prime charter months of July and August. Yet another example is Neo Yachting, which just welcomed the 84-foot Benetti *Rebecca V* to its fleet with an announcement that the yacht is currently based in Marmaris but will relocate to Kotor, Montenegro, in time to begin accepting bookings for the summer season in neighboring Croatia.



Croatia

New England

The biggest charter news on the horizon for New England this summer is that the Newport Charter Yacht Show has a new owner. In November, Newport Shipyard's general manager, Eli Dana, announced that the yard had acquired the event from Newport Exhibition Group, which ran the show for four years. This year's Newport Charter Yacht Show is scheduled to take place on June 21-24 with a format similar to Newport shows held in recent years. Watch for details to be updated at www.newportchartershow.com closer to this summer's show dates.

There was no word at press time about which yachts were booked into the charter show, but several yacht owners have committed to be in the Newport region this summer. As of early March, bookings were being accepted aboard a range of sailing

and motoryachts that included the 142-foot Trinity Bacchus with Churchill Yacht Partners, the 100-foot Hatteras *Sunday Money* with Allied Marine and the 108-foot Alloy *Marae* with Nicholson Yachts.

Alaska

Northrop & Johnson, which manages the three largest charter yachts based in Alaska each summer (the 130-foot Westport *Serengeti*, 122-foot Flagship *Talos* and 115-foot Christensen *Ocean Pearl*), reported in December that all three were nearly booked solid for the upcoming season—an unusually early rush of business for Alaska. Apparently, clients looking to book in Alaska close to their charter dates last summer got shut out, so they all booked early for their preferred 2016 dates. Northrop & Johnson brokers are encouraging clients to book Alaska now for summer 2017.

For clients needing fewer staterooms, a handful of smaller crewed yachts are still reporting charter availability for this summer in Alaska. They include the 74-foot Hatteras *Northern Light*, which charters through Infinity Yachts in Vancouver.

Bahamas and Cuba

Cuba's mess of sticky government red tape is slowly but surely starting to unravel, with yacht owners and managers diligently trying to work out many of the insurance and other legalities involved in arranging itineraries for Americans on charter. All eyes are currently on Carnival Cruise Lines, which announced last summer that it would begin itineraries to Cuba in March 2016, but as of this writing, no such itineraries were listed on the Carnival website. More recent news reports suggest that Carnival may begin operating in Cuba this May. Stay tuned.

In the meantime, a handful of yachts carrying American guests have chartered from Florida to Cuba and back, and several yachts have started advertising for Cuba charters going forward. They include the 96-foot Hargrave *Restless* with Neptune Group Yachting and the 180-foot Pendennis Steel with Ocean Independence (which requires significant advance-booking notice).

The nearby Bahamas seem to be experiencing business as usual, but those islands may benefit from at least a slight influx of clients who otherwise might have chosen Puerto Rico and the U.S. Virgin Islands as their charter destination for this summer. With the U.S. Centers for Disease Control and Prevention now reporting the Zika virus in those U.S. territories, at least two charter companies have experienced cancellations by pregnant clients concerned about exposure leading to the microcephaly birth defect. So far, Zika has not been reported in the Bahamas (the first case was reported from Cuba in early March, however)

South Pacific

Some of the most popular charter grounds in the South Pacific took a battering from Cyclone Winston, the strongest-ever storm to make landfall in Fiji. Sustained winds from the early February storm were as high as 145 miles per hour, at least 40

people were killed and about 80 percent of residents reportedly lost power across the island nation. Current damage estimates are \$1 billion. (The northern part of Tonga, not as popular for charter, also sustained severe damage.)

With Fiji's charter season set to begin in April, a handful of companies have committed to having yachts available in the islands for clients who want to charter—and boost the Fijian economy with tourism dollars. Ocean Alliance, which is based in Australia, says the 121-foot Kha Shing *Masteka 2* will adapt its usual itineraries to visit islands that were unaffected by the storm. Asia Pacific Superyachts reports that key charter locations including Port Denarau Marina and Nadi International Airport are unaffected, and that only about 10 percent of the usual charter grounds suffered damage. The company also notes that live-aboard dive boats have already restarted operations—and are reporting minimal damage to the beautiful reefs and underwater scenery that attract so many charter clients to Fiji in the first place.



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BY BEN LYONS, CEO, EYOS Expeditions

Cruising Amid Ice Floes, Fjords and Arctic Flora & Fauna in Greenland



Lying mostly north of the Arctic Circle, Greenland is a world of breathtaking beauty forged in the Ice Age and characterized by its challenging environment. Majestic glaciers tumble into the sea, while icebergs, winding fjords and immense landscapes make a spectacular background for a luxury yacht charter itinerary. Unlike in Antarctica, there are vibrant communities in Greenland where friendly locals welcome visitors and demonstrate skills involved in hunting for fish, seals and whales that have been passed down through the generations.

Located at the intersection of the Atlantic and Arctic oceans, Greenland is the world's largest island. It is also part of the North American continent, with bedrock up to 3.8 billion years old, making it one of the oldest landmasses in the world. Covering 80 percent, however, is the vast Greenland Ice Sheet which holds 10 percent of the world's freshwater reserves.

For visiting yachts, the summer months are ideal for cruising, and travelling by yacht allows you to reach remote locations without sacrificing comfort. Greenland's coastal areas almost seem to have been designed for exploration by yacht. The green hills that form the fjords contrast vividly with the blue sea. Offshore, nearly twenty species of whales, five species of seals, fifty species of birds and a variety of other Arctic wildlife can often be seen.

Charter voyages typically start with a flight into Kangerlussuaq (which translates to "Big Fjord" in English). In this tiny settlement, you board your vessel and begin a 120-mile through the stunning Søndrestrømfjord, the longest fjord in Greenland.

Once out of the fjord, most vessels head north and post a



lookout for the whales that are often seen in these waters. Each day of the trip will bring opportunities to explore Arctic islands and anchorages, gunkhole in the tender, go fishing or hike ashore to discover the remains of an old settlement and enjoy the colorful tundra vegetation. For most charter guests, however, the highlight of their Greenland charter will be the large icebergs that appear as you enter Disko Bay and navigate toward Ilulissat. This town is located next to the fjord leading to Sermeq Kujalleq, one of the most productive glaciers in the northern hemisphere. Here, the bay is filled with some of the largest icebergs found outside of the Antarctic. About 20 million tons of ice enters the bay each day, and the area is designated a UNESCO World Heritage Site.



Your Greenland charter itinerary should include several days spent exploring Disko Bay. There are endless options for kayaking and tender cruising. During hikes ashore, you will be rewarded with spectacular views of majestic mountains and cascading waterfalls. You can also visit small settlements such as Qeqertaq, with its population of fewer than 200 residents, to get a view to how the local people live in these small, remote villages.

Leaving Disko Bay, the charter vessel heads south again and



stops at Sisimiut, a charming community with many colorful houses dotting the mountainside. Just south of town there are beautiful fjords to explore for expedition landings, and the waters offshore are a well-known feeding ground for Humpback and Minke whales. Evighedsfjorden, or Eternity Fjord, is yet another spectacularly beautiful area with many glaciers to view.

You'll end your expedition back in Kangerlussuaq, taking with you memories of rugged shorelines, magnificent fjords, outstanding wildlife and fascinating people.



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Send in the Drones

Perhaps the sexiest new way to market a yacht listing is to shoot a video of the vessel in action from a remote-controlled drone.



“When you show the boat running in the water, in her own element, it strikes a cord with people,” said Sean Wilkes, director of video production for Denison Yacht Sales. “It’s changing the game for us.”

Wilkes originally got the idea of shooting aerial yacht videos with a drone from high-end real estate listings. After thoroughly researching the field, he was instrumental in helping Denison Yacht Sales to purchase its own drone about a year and a half ago. The unit, which came complete with high-resolution video camera that shoots at 4K resolution, along with a gimbal to steady it in the air, cost \$1,500 back in 2014. Today, he reported, you probably could purchase a similar drone for \$1,000 but adds that accessories such as spare batteries (\$150 apiece) and video editing software could pump up the price substantially.



“Our drone connects to at least 15 satellites during flight, providing a perfect GPS lock,” Wilkes said. “I can pilot it 20 feet from the boat while the boat is running 20 knots. I haven’t seen anybody else do that; we are setting the standard.”

BY LOUISA BECKETT, Turnkey Communications & PR, Inc.

He cautions, however, that it took him 18 months to develop this skill set and he would never attempt a shoot like that if the conditions weren’t perfect. “It’s safety first,” he said. Today, the growing number of drones in the hands of recreational users with little training is having the effect of making the skies overhead crowded and dangerous. “The hobbyists are making people like me [who use drones professionally] look bad,” Wilkes said.

The Federal Aviation Association (FAA) has announced that it is working on updating its rules for Unmanned Aircraft Systems (UAS), which include drones, and expects to issue its new regulations shortly. In the meantime, however, Wilkes sums up the main rules currently in force for drone usage:

- 1. You can’t fly them above 400 feet.
- 2. You can’t fly them within 5 miles of an airport.
- 3. You can’t fly them at night.
- 4. The pilot must maintain line of sight from his or her position on the ground to the drone at all times. You can’t fly the drone over the horizon or behind an obstruction.
- 5. You can’t fly over a populated area.

Breaking these rules can endanger others and subject a drone operator to a hefty fine.

Denison Yachts Sales has earned a commercial exemption from the FAA’s UAS regulations, but still must follow all the FAA safety rules. “We are very, very concerned with safety,” Wilkes said. “Any mistakes or accidents could ruin it for us and for all brokers.”



YachtWorld Reports FL Brokerage Sales
Posted Slight Increase in Jan-Feb Period*

YachtWorld reported that dollar and unit sales of brokerage boats in Florida increased by about 1 percent overall in the January-February 2016 timeframe as compared to the same period in 2015. Unit sales rose to 916 boats, up from 909 a year earlier, while dollar sales rose to \$230,371,496 from \$227,897,753. The figures are based on broker reports to YachtWorld’s Soldboats.com database.

The average value of boats sold was largely flat at \$251,497 in the January-February 2016 period as compared to \$250,713 a year earlier. However, boats sold slight faster with the average number of days to sale falling to 218 from 227 a year earlier.

SALES YEAR TO DATE

YTD	2015	2016	YoY % Change
Boats Sold	909	916	1%
Value of Boats Sold - USD	\$227,897,753	\$230,371,496	1%
Avg Boats Value - USD	\$250,713	\$251,497	0%
Avg Days to Sale	227	218	-4%

SALES BY BOAT LENGTH

< 26’	2015	2016	YoY % Change
Boats Sold	225	245	9%
Value of Boats Sold - USD	\$5,579,916	\$6,409,362	15%
Avg Boats Value - USD	\$24,800	\$26,161	5%

26’ to 35’	2015	2016	YoY % Change
Boats Sold	321	293	-9%
Value of Boats Sold - USD	\$24,864,770	\$21,797,224	-12%
Avg Boats Value - USD	\$77,460	\$74,393	-4%

36’ to 45’	2015	2016	YoY % Change
Boats Sold	210	215	2%
Value of Boats Sold - USD	\$31,726,817	\$38,336,691	21%
Avg Boats Value - USD	\$151,080	\$178,310	18%

46’ to 55’	2015	2016	YoY % Change
Boats Sold	98	90	-8%
Value of Boats Sold - USD	\$35,251,250	\$31,940,800	-9%
Avg Boats Value - USD	\$359,707	\$354,898	-1%

56’ to 79’	2015	2016	YoY % Change
Boats Sold	42	54	29%
Value of Boats Sold - USD	\$59,055,000	\$60,909,919	3%
Avg Boats Value - USD	\$1,406,071	\$1,127,961	-20%

80’ +	2015	2016	YoY % Change
Boats Sold	13	19	46%
Value of Boats Sold - USD	\$71,420,000	\$70,977,500	-1%
Avg Boats Value - USD	\$5,493,846	\$3,735,658	-32%

*This report should be used for comparative analysis for period sales. This information reflects only those sales recorded in YachtWorld’s database.



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561.655.2121



Kirigami
1999 - 56’ Alden Flybridge
Brian Franc
United Yacht Sales
850.428.0866



Cetacea
1982 - 59’ Hinkley
Jennifer Stewart
Berthon International Yachts
401.846.8404



Party of Five
1998 - 48’ Sea Ray
Roger Cole
United Yacht Sales
727.460.0228



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2001 - 34’ Legacy
Paul Flannery
HMY Yachts
904.607.0099



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2008 - 53’ Gorbun Deck Salon
Mark Stauber
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Dream Catcher
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New at Yachts Miami Beach: Superyachts & Skyline

If you were one of the dozens of yachting industry professionals who attended the Friday night party at Yachts Miami Beach's new superyacht venue, Island Gardens Deep Harbour on Watson Island, you were greeted by a spectacular view of lighted superyachts lining the docks in front of an electric Miami skyline. The brand new marina, which offers up to 5,000 feet of linear dock space accommodating yachts as long as 550 feet with drafts of up to 18-21 feet, had 24 superyachts on display for the show.

Billed as the largest superyacht marina of its capacity in the Western Hemisphere, Island Gardens Deep Harbour showcased its modern upland facilities at the party along with its state-of-the-art floating concrete piers. As guests walked down the ramp from the promenade to the superyacht docks, their first impression was a lingering one: the 252.6-foot Silver Fast, Queen of the Show, lit stem to stern with all her underwater lights blazing. This was a first for Yachts Miami Beach, which until this year had not been able compete with the Fort Lauderdale International Boat Show when it came to attracting the world's biggest brokerage boats.

"It's great to be able to get the large, deep-draft yachts into the Miami show," said Andrew Doole, senior vice president and COO of Show Management, which organizes Yachts Miami Beach for FYBA. He added that he is looking forward to having large sailing yachts on display as well as motor yachts at the Island Gardens Deep Harbour venue in future years.

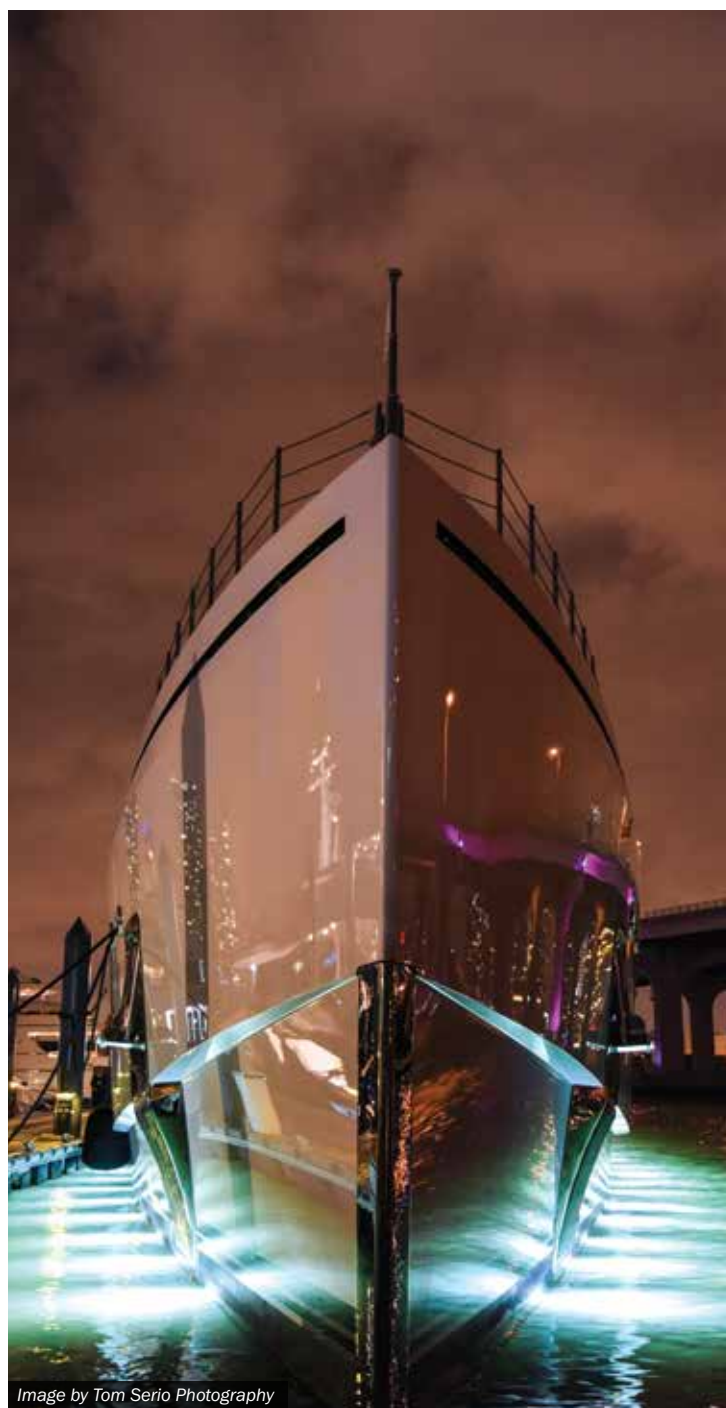


Image by Tom Serio Photography



Image by World Red Eye



Image by Ted Swoboda Photography

"The marina was completed just before the show, and it will take us several years for us to get it to where we want it to be, but for a first effort it was a success," Doole said. "It's an incredible setting."



Image by Island Gardens & Romain Maurice Photography



Charter Open House

FEBRUARY 17, 2016

Bahia Mar, Fort Lauderdale

More than 100 industry professionals attended the February Charter Open House at Bahia Mar. There were 7 participating yachts ranging in size from 78' to 165'. Attendees enjoyed networking along with hors d'oeuvres and cocktails.

Yachts in Attendance

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JULIA DOROTHY
KARMA
M3
MY MAGGIE
SHE'S A TEN
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Charter Open House

MARCH 9, 2016

Bahia Mar, Fort Lauderdale

More than 100 yachting industry professionals attended the March Charter Open House at Bahia Mar Yachting Center. There were 9 participating yachts ranging in size from 74' to 164'. Charter brokers enjoyed the opportunity to tour these yachts, many for the first time; meet the crews, and network with each other.

Yachts in Attendance

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