PUBLICATION FOR THE MEMBERS OF THE FLORIDA YACHT BROKERS ASSOCIATION

MARCH / APRIL 2014

Land of Adventure!

High Expectations for Palm Beach Show Brokers Hope for Positive Finish to Winter Boat Show Season

PLUS: FYBA Welcomes New Board Directors

Proud sponsor of the FYBA, BankUnited wishes you a successful Palm Beach Boat Show!



BANKUNITED YACHT FINANCING

TAKE ADVANTAGE OF OUR GREAT RATES TO PURCHASE OR REFINANCE YOUR YACHT TODAY!

When it comes to buying or refinancing a yacht, having a neighborhood bank on board that prides itself on personalized service is key. Our Private Bankers are here to help you find the right solution to finance the yacht of your dreams. Get ready to set sail!

Here are just a few of the highlights:

- Loan amounts starting at \$500,000 for both new and previously owned yacht purchases. Refinancing options available
- · Loans for both U.S. and foreign registered vessels
- Fast, local decision making
- Competitive variable or fixed rates
- Flexible financing options tailored to meet your borrowing needs

For more information about our Yacht Financing Program, contact us today!

Melanie Jolles 954-830-9319 mjolles@bankunited.com **Current Loan Activity:**

- 2009 Fairline 60' Motoryacht- \$1,200,000
- 2006 Ferretti 88' Motoryacht- \$2,250,000
- 2000 Oceanfast 87' Motoryacht \$1,800,000
- 2005 Sunseeker 82' Motoryacht \$450,000
- 2013 Intrepid 43' Sports Yacht \$450,000
- 2013 Sea Vee 39' Center Console \$250,000
- 2013 Viking 50' Sportfish \$750,000
- 2010 Hampton PilotHouse 58' \$945,000
- 2009 Nordhavn PilotHouse 60' \$1,025,000
- 2007 Lazzara Motoryacht 84' \$1,000,000



This is not a commitment to lend. Loans subject to credit and collateral approval. Additional terms and conditions apply. Programs, rates, terms and conditions subject to change without notice. Certain products, services or programs may not be available in all jurisdictions. Monthly payment amounts vary depending on the loan term, rate and specific program. Financing not available for boats used as a primary residence.

Follow us:



©2013 BankUnited, N.A. All Rights Reserved.

CONTENTS MARCH / APRIL 2014

FEATURES

16 Alaska: Land of Adventure BY CAPTAIN JORDAN WELLS, M/Y SHOGUN

DEPARTMENTS

- 5 From the Executive Director
- 8 Maritime Law We All Need Something to Lien On BY BLAIR BROGAN, MOORE & CO. P.A.
- 10 Member News
- **12** Special Events: FYBA Annual Dinner
- 14 Charter News
- 20 Bulletin Board
- 20 On the Move
- 24 Charter Open House
- 24 New Members

CALENDAR OF EVENTS

APRIL		
20-23	Palm Beach International Boat Show	
9	Charter Open House	
17	Brokers Open House	
25	MICF Spin-a-thon	
25-27	Suncoast Boat Show	
MAY		
5-7	American Boating Congress	

COMPASS EDITORIAL TEAM

Editor-in-Chief: Randi Myers Managing Editor: Shay Loudenslager Art Director: Darcey Thompson, DMT Design, Inc. Editors/Writers: Louisa Beckett, Gary Beckett, Turnkey Communications & Public Relations, Inc.











ON THE COVER M/Y SHOGUN in Alaska. Photo by Jordan Wells.

NOTE: The articles and information contained in COMPASS represent the opinions of the authors and editors and should not be construed to be those of the Florida Yacht Brokers Association. Nothing contained herein is to be considered as the rendering of legal advice for specific cases, and readers are responsible for obtaining such advice from their own legal counsel. The articles and information herein are intended for educational and informational purposes only.



\$25,000 +

YACHTWORLD.COM

\$20,000 - \$24,999

ROBERT ALLEN LAW

\$10,000 - \$14,999

ALLEY, MAASS, ROGERS & LINDSAY, P.A. WILLIS MARINE SUPERYACHT INSURANCE MOORE & CO. | BANK UNITED SHOW MANAGEMENT

\$5,000 - \$7,499

\$7,500 - \$9,999

TOTAL DOLLAR INSURANCE C1 BANK HOWARD S. REEDER, INC. SCOTT FINANCIAL SERVICES YACHT CONTROLLER AIM MARINE GROUP CELEDINAS INSURANCE GROUP

\$2,500 - \$4,999

BANK OF AMERICA ABACO BEACH RESORT IGY MARINAS BOAT INTERNATIONAL MEDIA YACHTCLOSER BOATQUEST.COM SANLORENZO

CHIMA ADVANCED MECHANICAL ENTERPRISES

\$1,000 - \$2,499

DENISON YACHT SALES* HMY* BROWN & BROWN* NTERNATIONAL YACHT COLLECTION* ADVANTAGE SERVICES* APEX MARINE* SEVENSTAR YACHT TRANSPORT* WORTH AVENUE YACHTS* ROBERT J. CURY & ASSOCIATES* TOM GEORGE YACHT GROUP* UNITED YACHT SALES* MERLE WOOD & ASSOCIATES* RPM DIESEL/DIESEL SERVICES OF AMERICA* THE LAW OFFICES OF JEFFREY W. COX, LLC* HEADHUNTER, INC.* ZEELANDER* CELEDINAS INSURANCE GROUP* POWER AND MOTORYACHT* MERRITT YACHT BROKERS* GO 2 EVENTS* SEACOAST MARINE FINANCE* OVERSEA INSURANCE AGENCY* PALM HARBOR MARINA* BRADFORD MARINE YACHT SALES* ATLASS INSURANCE GROUP* FLAMENCO MARINA AQUA SAFARI ADVENTURES INTERNATIONAL NATURE & CULTURAL ADVENTURES

*2013 GOLF SCRAMBLE HOLE SPONSOR | TO JOIN THESE SPONSORS CALL FYBA 954.522.9270

from the desk of the EXECUTIVE DIRECTOR

FYBA's Busy Spring Calendar

Spring is in the air! That means our colleagues in the north finally are due for a break from this winter's relentless snow, ice and freezing cold, while here in Florida it means the hot, sticky weather soon will be back. For now, however, daytime temperatures are still pleasant and the air is not too humid. Are we spoiled? Yes, of course!

The Palm Beach International Boat Show, which takes place on March 20-23 this year, is a favorite with many marine industry attendees due to its typically excellent weather and wonderful location. The FYBA will be there in good form, in the same location as last year along Flagler's north end: Booth #837-838. Please stop by when you are at the show.

The Suncoast Boat Show in Sarasota also is coming up on April 25-27, and the FYBA will be present there with a booth as well. This is our opportunity to meet with our West Coast members. We are working on confirming the date for the West Coast Yacht Sales Summit, which will take place in August at the Hyatt in Sarasota.

KNOW YOUR ABC

The FYBA is a co-host again this year of the American Boating Congress (ABC), scheduled for May 5-7, 2014 in Washington D.C. This is the place to speak with our nation's leaders about our industry and create a louder voice for recreational boating on Capitol Hill. We will meet face to face with Members of Congress and their staffs to discuss important issues facing the marine industry.

FYBA's main goal at the ABC is to defer duty on foreign-flagged used boats to post sale, eliminating the need for: "NOT FOR SALE TO US RESIDENTS WHILE IN U.S. WATERS!"

Help us to use the power of numbers to shape public policy and grow Florida's \$17.2 billion dollar marine industry and the 202,000 jobs it creates! Elected officials listen when their constituents talk. Your voice is our most valuable asset! If you are interested in attending this valuable event, please go to the FYBA website



for more information and registration, or email me at ann@ fyba.org.

Other events coming up are the Golf Scramble on June 3rd at the beautiful Jacaranda Golf Club in Plantation and the East Coast Yacht Sales Summit on June 11th at Pier 66 in Fort Lauderdale. One of these events is just pure fun and the other is educational even for the most experienced yacht broker. I'll let you guess which one is which....

INTRODUCING ECOMPASS

Due to all the events the FYBA organizes each year, which translates into many emails to our members, we are in the process of creating a monthly eCompass. Our goal is to send members a monthly summary of events and articles to help cut down on the number of emails you receive daily. You will be able to register for FYBA events directly from the eCompass. The downside for some of you is that we may not be sending as many reminders, so please be aware of this when organizing your calendar.

See you in Palm Beach,

Ann

AD INDEX

To advertise in COMPASS please contact FYBA at 954.522.9270 or e-mail fyba@fyba.org.

AIM Marine Group27	FYBA18	MICF Spin-a-thon
American Boating Congress25	Hargrave Custom Yachts – Back Cover	Moore & Company
Bahia Mar Marina21	Howard S. Reeder, Inc19	New River Marina20
Bank United2	Iberia Bank23	Robert Allen Law18
Concord Marine Electronics15	Law Office of Theresa Bennett21	YachtCloser2
Dockwise Yacht Transport15	Maritimo26	

NEW FYBA BOARD



FYBA Announces 2014-2015 Board of Directors

The results of the 2014-2015 Board of Directors election were announced at the FYBA Annual Dinner Meeting on Friday, January 31. Four Board seats were open and FYBA is pleased to announce that they received the highest voter turnout in years.

Re-elected to serve a two-year term were Bob Denison of Denison Yacht Sales, Jeff Erdmann of Bollman Yachts and Bob Zarchen of Ardell Yacht & Ship Brokers. Elected to serve a two-year term was George Jousma of Sanlorenzo. They join Frank De Varona of Yachting Experts, Paul Flannery of HMY Yacht Sales, Crom Littlejohn of Merle Wood & Associates, Lon McCloskey of The Marine Group, Bob Saxon of International Yacht Collection, Bruce Schattenburg of Allied Marine and Gary Smith of Sarasota Yacht & Ship, who all return to complete their terms.

FYBA Board Members and Officers at the Annual Meeting, from left to right: Bob Zarchen, Bob Denison, Jeff Erdmann, Bruce Schattenburg, Executive Director Ann Vernon, Paul Flannery, Bob Saxon, Lon McCloskey and Gary Smith. Not pictured: Frank De Varona, Crom Littlejohn and George Jousma.

PRESIDENT

Gary Smith, Sarasota Yacht & Ship

VICE PRESIDENTS

Crom Littlejohn, Merle Wood & Associates Bob Saxon, International Yacht Collection

TREASURER

Bob Zarchen, Ardell Yacht & Ship Brokers

SECRETARY

Paul Flannery, HMY Yacht Sales

DIRECTORS

Bob Denison, Denison Yacht Sales Frank DeVarona, Yachting Experts Jeff Erdmann, Bollman Yachts George Jousma, Sanlorenzo Lon McCloskey, The Marine Group Bruce Schattenburg, Allied Marine

BROKERS OF THE YEAR

Broker of the Year: Joe Bartram

Burr "Joe" Bartram and Bruce R. Brakenhoff, Sr., founded Bartram & Brakenhoff Yacht brokerage in 1967 in Greenwich, CT. Mr. Bartram

• grew up in a yachting family and also had a succession of yachts of his own. He served in the U.S. Navy from 1953-1955. He was an active member and Trustee of Indian Harbor Yacht Club while residing in Greenwich, CT. He resided in Marion, MA from 1975-1996. He was a resident of Middletown, RI from 1996-2001 and then relocated to Ft. Lauderdale, FL. He was an active member of the New York Yacht Club (a Trustee from 1994-1997), the Indian Harbor Yacht Club and the Storm Trysail Club. His co-managing the Courageous Syndicate's successful defense of "The Cup" in 1974 highlights his long and avid interest & involvement in the



America's Cup activities. He started his yacht brokerage career with Northrop & Johnson where he attained the position of Vice President and General Manger of the Stamford, CT office. His guidance, leadership and integrity will remain with the yachting industry.

Charter Professional *of the* Year: Terry Hines



erry Hines is International Yachting Collection's Charter Marketing Director and is a native of central Pennsylvania. In the late 70's she came upon yachting during a vacation in Ft. Lauderdale like many others in the industry.

Terry started at the venerable firm of Whittemore & Williams, the first yacht management/charter marketing company in the U.S. where she met Bob Saxon, current President of IYC.

Over the years, she has worked for several other firms including Newport

Yacht Services, the original Sacks Group founded by Ed Sacks and Bob Saxon and BSA (Bob Saxon Associates), C&N, and Fraser Yachts for 10 years just prior to joining IYC in 2008. Current charter yachts handled by Terry include MARTHA ANN (230 ft), SYCARA V (223 ft), APOGEE (205 ft) and CARPE DIEM (191 ft). An early adapter to the internet, she is dedicated to utilizing technology in the marketing of charter yachts and constantly seeks new and improved techniques.Terry is an active member of FYBA and MYBA.

Photo and bio provided by Amy Halsted, The Halsted Agency



BOARD OF DIRECTORS

PRESIDENT

Gary Smith, Sarasota Yacht & Ship

VICE PRESIDENTS Cromwell Littlejohn, Merle Wood & Associates Bob Saxon, International Yacht Collection

TREASURER

Bob Zarchen, Ardell Yacht & Ship Brokers

SECRETARY

Paul Flannery, HMY Yacht Sales

DIRECTORS

Bob Denison, Denison Yacht Sales Frank DeVarona, Yachting Experts Jeff Erdmann, Bollman Yachts George Jousma, Sanlorenzo Lon McCloskey, The Marine Group Bruce Schattenburg, Allied Marine

COMMITTEE CHAIRMEN

Advertising/Publicity: Bob Denison, Cromwell Littlejohn & Tom Gresh

Arbitration & Ethics: Paul Flannery, Bob Zarchen & Bob Saxon

Boat Show Committee:

Lon McCloskey, Cromwell Littlejohn, Gary Smith, Bob Denison, Bob Saxon, Chuck Cashman, George Jousma, Steve Gale, Phil Purcell & Tom Sanders

Charter Professionals Committee:

Cromwell Littlejohn, Daphne d'Offay & Jeff Shaffer Forms:

Paul Flannery, George Jousma & Jonathan Burkard

Membership: Bob Saxon, Paul Flannery, Frank De Varona, Cindy Sailor & Cromwell Littlejohn

Seminars & Events: Bob Saxon, Bob Zarchen & Gary Smith

Sponsorship: Bob Zarchen, Bob Saxon & Lon McCloskey

Public Affairs:

Jeff Erdmann, Lon McCloskey, Bruce Schattenburg, Bob Zarchen, Ken Joyce & Grant Henderson

MARINE ORGANIZATIONS & ASSOCIATIONS

MIASF Anchor: Ann Vernon MYBA: Bruce Schattenburg YBAA: Bob Denison AYCA: Cromwell Littlejohn NMMA & MIAF: Jeff Erdmann MIAPB: Lon McCloskey USSA: Ann Vernon & Jeff Erdmann CYBA: Bob Zarchen NYBA: Bob Denison & Jeff Erdmann CAC: Staley Weidman

MLS: Bob Denison, Frank DeVarona & Gary Smith

FYBA STAFF

EXECUTIVE DIRECTOR Ann Vernon

DIRECTOR OF OPERATIONS Randi Myers

DIRECTOR OF MEMBER SERVICES Shay Loudenslager

MARITIME LAW

We All Need Something to Lien On

an yacht managers avail themselves of the unique protections of admiralty law? Florida courts have said yes. One of the strongest legal protections granted to the injured party in a maritime dispute is the maritime lien, a type of security interest that automatically attaches to a vessel under a

variety of circumstances when the vessel has been involved in the wrongful injury of a person. Examples of situations that give rise to a maritime lien include where the vessel

caused personal injuries or property damage, where a contract is breached that directly pertained to the operation or navigation of the vessel (a "maritime contract"), and where the vessel received yet-unpaid-for supplies and services necessary for the operation or navigation of the vessel ("necessaries").

A vessel management contract may be considered a "maritime contract," so the breach of a vessel management contract may give rise to a maritime lien against the vessel which benefited from it. While determination of to a maritime lien for breach of the management services contract, or for payment of services.

Once a maritime lien vests in an injured party – such as the non-breaching party of a maritime contract or an unpaid necessaries provider – the holder of the lien does not need to record the lien for it to be valid and enforceable.

The holder of a maritime lien has the right to "arrest" the vessel to which the lien applies. To arrest the vessel, the lien holder must file a complaint in the federal district court



A San Juan Island couple's boat was arrested when it arrived in Florida because a transport company was unable to pay for the shipping.

whether a particular agency contract is a maritime contract is performed on a case-by-case basis, courts in the Southern District of Florida have found general agency contracts to be maritime contracts so long as there exists "a direct and substantial link between the contract and the operation of the ship, its navigation, or its management afloat, taking into account the needs of the shipping industry." Venezuelan Container Line C.A. v. Navitran Corp., 792 F. Supp. 1281, 1285 (S.D. Fla. 1991).

Likewise, the Southern District of Florida also has held that certain vessel management services may constitute "necessaries," giving the provider of the services a maritime lien against vessel until the services are paid. See e.g. In re SeaEscape Cruises, 191 B.R. 944, 952 (S.D. Fla. 1995). In SeaEscape, for example, the court held that arranging travel for crew members could be considered a necessary that gave rise to a maritime lien.

Thus, where a yacht manager's client fails to pay amounts owed under a vessel management contract for management services, the yacht manager may be entitled vessel. Once arrested, the vessel will remain in the custody of the U.S. Marshal and cannot be moved until the complaint is resolved, or the owner of the vessel posts a bond as security for payment of the claims contained in the complaint. If bond is not posted and the owner of the vessel does not otherwise pay a judgment issued in favor of the lien holder, the U.S. Marshal can sell the vessel at auction to obtain the funds necessary to satisfy the judgment. All fees incurred during the arrest process and while the vessel is in custody will be deducted from the funds earned from the sale of the vessel at auction.

*The information offered in this column is summary in nature and should not be considered a legal opinion.

Blair Brogan is an attorney at Moore & Company, P.A., a boutique law firm in Miami, Florida that specializes in maritime, aviation, and art law. For further information related to this article, please contact bbrogan@moore-and-co.com or 786.221.0600.

is located that details the injury which gave rise to the lien. Upon review of a properly plead complaint, the federal judge will issue an order to the clerk of court to issue an arrest warrant for the vessel. The lien holder need not demonstrate that the vessel owner cannot be found in the district in order to obtain the vessel arrest warrant, as is required in attachment proceedings.

in the district where the vessel

Armed with an arrest warrant, the lien holder can then have the United States Marshal Service arrest the vessel. Once arrested, the





Moore & Company, P.A.

Maritime • Art • Aviation Law

www.moore-and-co.com

FYBA MEMBER NEWS

HORIZON YACHT USA will

debut the Horizon RP110 superyacht ANDREA VI at the 2014 Palm Beach International Boat Show, as well as showcase the E88 motoryacht, E56 motoryacht, and PC60 skylounge powercat at our display on Ramp 1, slips 101-104. We invite you and your clients to come view these showcase yachts, as well as learn about our new build projects, new models, and new designs. For more information, please contact Elise Moffitt at 561.721.4850 or elise@horizonyachtusa.com.

◆ YACHTZOO is pleased to announce the recent sale of the 87' Warren Yachts ZAKOUSKA, built in 2006 and sold to an American buyer. Her last asking price was \$2,950,000. more information, please visit www. yachtingexperts.com.

ALLENBY & ASSOCIATES is

pleased to announce it has been appointed Worldwide Central Agent for the 80' Hatteras Enclosed Flybridge M/Y ULTIMATE TAXI, a 2007 model. She is in like-new condition with numerous Hatteras and custom upgrades. Her interior decor was completed by Shelley Interiors in 2011.

Allenby & Associates also has been appointed Worldwide Central Agent referencing LA SIRENA, the 141' Christensen M/Y, 2000. LA SIRENA is built to ABS Maltese Cross A1 Yachting Service, AMS Classification. This Christensen was completely refit in 2013, including a new interior and



◆ CAMPER & NICHOLSONS' Jeff Partin welcomes ELEVEN ELEVEN as a new CA. She is a 2011 Ocean Alexander 85E Motoryacht, Hull 02 of the series, and recently had a \$400,000 price reduction. Loaded with options and upgrades, this one-owner yacht has been captain- and crew-maintained. She is located in the Northeast in the summer and in South Florida in the winter.

◆ YACHTING EXPERTS has been named Carver Yachts' exclusive sales and service partner for Miami-Dade, Monroe and Broward counties, including Miami and Fort Lauderdale. Yachting Experts, which is headquartered in Coconut Grove, now offers Carver's entire line of premium motor yachts from 34 to 54 feet. For exterior design, and shows in like-new condition. Asking \$10,995,000. Seller will consider trades.

Price Reduction: SATU, 90' SuperYacht Sportfish 2012, is now asking \$8,995,000. The highly engineered SATU features an Ullberg-designed hull, Van Capellan engineering, Heinen Hopman refrigeration & A/C systems, Rondal anchor deployment & retrieval system, and a composite hull by Gurit built at Yachting Developments in New Zealand. Contact Worldwide Central Agent Clifford Allenby at 954.647.5055 (cell); 954.522.8123 (office).

All three yachts are conveniently located in Fort Lauderdale's East Las Olas area and can easily be shown. Visit www.allenbyyachts.com or www. allenbyyachtsales.com.

BRADFORD MARINE YACHT

SALES reports the following recent activity:

New Central Listings: CLOUD 9, 105' Crescent, CA Whit Kirtland CPYB; LORA, 80' 2002 Northern Marine, CA Parker Bogue; MAGIC CARPET, 70' 1991 Hatteras, CA Tucker Fallon; EMERALD ISLE, 67' 1979 Burger, CA Chris Surprenant; THE ZOOMER, 65' 2007 Marquis, CA Carlos Navarro; TRES CHER, 60' 1999 Jefferson Marquessa, CA Carlos Navarro.

Price Reductions: SURINA, 147' 1983 Feadship, reduced to \$5,900,000, Joint CA Whit Kirtland; KALEEN, 110' 1983 Broward, reduced to \$1,200,000, CA Whit Kirtland; SILENT WINGS, 104' 1990 Derecktor, reduce to \$1,245,000, CA Tucker Fallon; AJAO, 81' 1987 Baglietto, reduced to \$749,999, CA Whit Kirtland; VENTURESUM IV, 67' 1988 Hatteras, reduced to \$325,000, CA Whit Kirtland; ABSOLUTELY NOT, 66' 2005 Vicem, reduced to \$1,145,000, CA Shaun Mehaffey; HONEYMOON, 66' 2003 Symbol, reduced to \$749,000, CA Tucker Fallon; YACHT TO TROT, 64' 2002 Jefferson, reduced to \$469,000, CA Chris Surprenant; SHADE-MOR, 61' 1984 Hatteras, reduced to \$269,000, CA Whit Kirtland.

Sold Vessels: CONTRARIAN, 105' 1993 Broward, Listing Broker Doug Smith; AG CRAFT, 26' 2001 AG Craft, Listing Broker Dean Stuhlmann; SEA VECTOR, 80' 2003 Lazzara, Listing and Selling Broker Parker Bogue; SHOOTING STAR, 124' 2011;



YACHTZOO announces a new Central Agency listing for sale: the 2008 161 ft. Trinity Motor Yacht, DESTINATION FOX HARB'R TOO. This stunning, six-stateroom tri-deck is now asking \$17,900,000, which is two million dollars below her previous asking price. DESTINATION FOX HARB'R TOO will be displayed by Yachtzoo and the upcoming Palm **Beach International Boat** Show. For details, please contact Central Agent Bob McKeage at bob@ yacht-zoo.com, or call 954.646.3090.

NORTHCOAST, 125' 2010 Northcoast, Listing Broker Whit Kirtland CPYB.

LAZZARA LENTON YACHTS is

pleased to announce our new office location at the Bahia Mar Yachting Center, 651 Seabreeze Blvd., Fort Lauderdale FL 33316. Along with new offices, we also have an all-new website at www.LazzaraLenton.com. This is a responsive website and an example of adaptive design; i.e. it recognizes the device being used (mobile, tablet, PC, etc.) and adapts its layout accordingly.

◆ MARITIMO AUSTRALIA is proud to announce the opening of a fully staffed dealer support and direct sales facility in Fort Lauderdale at Marina Bay. From this new location, the company will be providing New Boat Sales, Factory Service and Customer Support services. Available at the new location will be New and Brokerage boats for easy viewing and sea trials, full on-site Factory Service, with an adjacent full service haul-out facility, and Factory Direct Sales and Customer Support.

TOURNAMENT YACHT SALES

has expanded and relocated its offices to beautiful Jupiter/ Tequesta, on U.S. Hwy 1, close to the finest waterfront communities and marinas. In business since 2003, Tournament Yacht Sales has developed a reputation of being one of the top brokerages in the industry specializing in custom sportfishing boats.

Please submit your Member News to www.FYBA.org



◆ LAZZARA LENTON YACHTS is pleased to announce the sale of PASSION, a 2005 Lazzara 80, and TAIL DANCE, a 2004 57 Ocean Sportfish; both in-house deals. For more information please visit www.LazzaraLenton.com.

ANNUAL DINNER

FYBA's Black & White Ball: Annual Dinner Honors Award Winners and Sponsors

he 2014 FYBA Annual Dinner Meeting was held on Friday, January 31 in the Panorama Ballroom at Hyatt Regency Pier 66 in Ft. Lauderdale. The theme for the night was a Black & White ball, and attendees came dressed to impress in their best black or white attire.

Sponsored by Moore & Company, Yachtworld and Bank of America, the evening started with a cocktail hour of delicious food, drinks and mingling. An awards ceremony immediately followed the cocktail hour.

FYBA's top sponsors were recognized during the ceremony, including Yachtworld, Robert Allen Law, Show Management, Willis Marine, Moore & Co. and Alley, Maass, Rogers & Lindsay, P.A. Scott Financial Services, Yacht Controller, Total Dollar Insurance, Howard S. Reeder, Inc. and Bank of America were also honored for their support of FYBA.

Following a touching introduction by FYBA Board Member Bob Saxon, the FYBA Broker of the Year Award was accepted by David Lacz of Bartram & Brakenhoff on behalf of Joe Bartram, who passed away in December. Joe was recognized for his outstanding dedication and service to the industry.

The FYBA Charter Professional of the Year award went to Terry Hines of International Yacht Collection.

Also honored was outgoing FYBA President Lon McCloskey, re-elected board members Bob Denison, Bob Zarchen, Jeff Erdmann and incoming board member George Jousma.

The rest of the evening was spent enjoying dinner, dancing and music by the Breeze Band. Guests also enjoyed taking pictures at the interactive Photo Mingle booth.

FYBA would like to thank sponsors Moore & Company, Yachtworld and Bank of America for making the night possible.





- Gary Smith, Karen Parente, Ann Vernon & Bob Allen
- Maggie Hinesley, Carrianne Rigano, Sarah Callender & Clancy Weller
- Bob Saxon
 Kyla Hunter
- Nicole Caulfield, Jeff Shaffer & Daphne d'Offay







- 5. John Weller, Amy Friedman, Sarah Cox & Jeff Cox
- **6.** FYBA Staff enjoying the night!
- Scott Wagner, Jerry Berton, Louisa Beckett, Ann Vernon & Michael Moore





PHOTOS BY GARY BECKETT

CHARTER NEWS

CAMPER & NICHOLSONS is

pleased to announce the exclusive Charter Central Agency of M/Y AMITIÉ. Built in 2008 by Westport, the 39.62m (130') AMITIÉ features a sophisticated exterior design and an ultra-modern stabilization system. She offers comfortable accommodations for up to 11 guests in five wellappointed staterooms. This versatile yacht is ideal for entertaining family and friends or for couples looking to escape on a romantic getaway in style and comfort. Her knowledgeable charter crew will make this the vacation of a lifetime. AMITIÉ is available in the Bahamas at the rate of \$98,000/ wk + exp. Please contact Camper & Nicholsons at 954.462.1462 for more information.

RJC YACHT SALES & CHARTER

announces that ATLANTICA, the 135' Christensen accommodating up to 12 guests in five staterooms, will be on display at the Palm Beach Boat Show for sale and charter. She is available for charter in Florida and the Bahamas until June and then available in the U.S. and BVI for a summer charter opportunity. Her rate is \$105,000/wk + expenses.

NEPTUNE GROUP YACHTING has

added three outstanding yachts to its Luxury Charter Fleet. The elegantly appointed, 116-foot Hatteras M/Y EASY RIDER, accommodating eight guests in four suites, is available in Florida and the Bahamas for a charter rate of \$49,500-\$ 54,500/wk + exp. A stylish Azimut with speeds of up to 29 knots, the 85-foot JUSTA VACATION sleeps eight guests in four staterooms. She is offered for charter in the Caribbean this winter and the Bahamas in summer for \$35,000/wk + exp. The 94-foot Broward M/Y GOLDEN GIRL, which recently underwent an extensive refit, accommodates up to seven guests in three staterooms. She offers charters



in Florida and the Bahamas this winter and New England this summer starting at \$21,000/wk + exp. This fall, she is doing the Great Loop. For more information, call 954.524.7978.

OCEAN INDEPENDENCE

announces two spectacular additions to the USA charter fleet – the 171' Feadship M/Y GRAVITAS (ex-BATTERED BULL) and 136' PJ M/Y DRAGON. The never-before-chartered Feadship recently debuted with a beautiful transformation from her original styling to a modern-day yacht. She offers an on-deck, apartment suite-style master and six guest staterooms below for a maximum of 12 guests. With Captain Roy Hodges and 11 crew, she will be cruising the Bahamas and New England this summer for \$230,000/wk + exp. A true head-turner, DRAGON sleeps up to nine guests and is available for charter in the Western Med this summer at a rate of EURO 125,000-135,000/wk + exp. Captain Paul Waltho plus six crew look forward to displaying DRAGON at the Genoa Show in April.





YOUR YACHT IN THE SAFEST HANDS!

DYT Yacht Transport is the world's premier yacht logistics company, offering hassle-free yacht transport to the world's most desirable cruising playgrounds. Our goal is to make your yacht shipping experience as smooth and simple as possible, while offering you the unbeatable service you deserve. Why not choose **the most trusted name** in yacht transport for your next passage?

DYT USA

T +1 954 525 8707 **DYT EUROPE T** + 39 010 2789411

E dyt.usa@yacht-transport.com **E** dyt.europe@yacht-transport.com



YACHT-TRANSPORT.COM



CHARTER ITINERARY

Alaska, Land of Adventure



Alaska is on the "bucket list" for many adventurous travelers. Where else can you see brown

bears, Orca and Humpback whales in their natural habitats, kayak among blue glaciers in a majestic fjord, eat your fill of fresh salmon, Dungeness crab and halibut – after catching it yourself, if you like – while still remaining in the U.S.A.?



By far the best way to see the spectacular sights of Alaska's southeastern "panhandle", much of which is accessible only by boat or plane, is from the decks of your own private yacht. Guided by your captain and crew, you can decide where to go and what to do each day of your charter vacation, while enjoying the luxurious accommodations aboard. Here is a weeklong Alaska itinerary starting and ending in Juneau, suggested by Capt. Jordan Wells of the 122-foot M/Y SHOGUN.

Day 1: Arrive in Juneau, Alaska's capital city. Join your yacht in the active fishing port of Auke Bay, located just north of the Juneau Airport. After exploring the local area, head north around the tip of Admiralty Island and continue on to Port Frederick, located near the Tlingit village of Hoonah. Set crab traps before sunset to be hauled the next morning; throw a few casts for trout in the river mouth, and enjoy the peace and quiet of your first night onboard.

 $\log 2$: Spend the morning catching Alaskan Dungeness crabs and exploring Hoonah's native culture. Then head



Where else can you see brown

bears, Orca and Humpback

habitats, kayak among blue

eat your fill of fresh salmon,

Dungeness crab and halibut

- after catching it yourself,

remaining in the U.S.A.?

if you like - while still

glaciers in a majestic fjord,

whales in their natural

Photos of M/Y SHOGUN and spectacular sights seen by her guests while on charter in Alaska.

south, keeping an eye open for Orca and Humpback whales. Spend that afternoon looking for bears around the anchorage before enjoying your catch in an Alaskan-style Crab Cookout prepared by your chef.

Nay 3: After a morning spent trolling for salmon, anchor for lunch below a gushing waterfall. Then head

ashore to see the Hidden Falls Salmon hatchery, where thousands of salmon have arrived at the end of their fascinating journey from the sea. Spend the evening relaxing in the tranquil setting of the harbor, perfect for a Midnight Sunlit evening spent kayaking or paddleboarding.

Day 4: Continuing south to Warm Springs Bay, enjoy a boardwalk hike to Baranof Lake and take a dip in a natural hot springs. That afternoon, transit in the yacht through a narrow cut hidden away on Baranof Island. Anchor for the night surrounded by the high peaks and waterfalls.

Day 5: En route to Admiralty Island, experience an afternoon of world-class sportfishing for salmon and trophy-size halibut. Enjoy your catch that evening prepared to perfection by your chef. After dinner, try your luck at

setting a few crab traps or head out in the tender to explore the surrounding islands.

Day 6: After a morning visit to a sea lion preserve, venture in search of Humpback whales working in teams as they successfully execute their animated feeding patterns known as bubble netting. Arriving back at mainland Alaska,

anchor by SumDum Glacier for the evening. Enjoy the icebergs passing by as the tide flows out of Tracy and Endicott Arms.

Way 7: Enjoy breakfast on deck as you enter the majestic passage of Tracy Arm Fjord before reaching the active and humbling North Sawyer Glacier. When you're ready to explore, hop in the tender for a closer look at the massive icebergs as well as the abundant wildlife, including mountain goats, eagles, and harbor seals.

Oay δ ; Departing at first light, transit through Stephens Passage and on to Gastineau Channel, arriving in

downtown Juneau. Be sure to explore this historic Alaskan city before departing that afternoon with memories to last a lifetime.

For more information about luxury charters in Alaska please visit www.northopandjohnson.com



The BUSINESS YACHTS

ROBERTALLENLAW

INTEGRATING LAW INTO BUSINESS®

FOR MORE INFORMATION PLEASE CONTACT yachts@robertallenlaw.com

THE FOUR SEASONS OFFICE TOWER 1441 Brickell Avenue, Suite 1400 Miami, Florida 33131 Call (305) 372-3300 Fax (305) 379-7018

ROBERTALLEN LAW.COM

DON'T LET BUYING A BOAT TWIST YOU INTO KNOTS!

Use an FYBA yacht broker.



LICENSED AND BONDED YACHT BROKERS

Florida Yacht Brokers Association

1550 S.E. 17th Street, Suite 1 Fort Lauderdale, FL 33316 USA T. +1.954.522.9270 F. +1.954.764.0697 fyba@fyba.org www.fyba.org



SPECIAL REPORT

By Gary Beckett, Turnkey Communications & Public Relations

Palm Beach Boat Show Caps off Successful Winter Boat Show Season

xpectations are running high as yacht and charter brokers gear up for the industry's last major boat show of the all-important winter boat show season – the Palm Beach International Boat Show. Billed by Show Management as one of the nation's top five boat shows, with more than \$1.2 billion worth of boats, yachts and accessories from an international collection of marine manufacturers, brokers and service providers on display, the four-day event runs March 20-23.

The Palm Beach show caps what for most brokers has been a successful winter boat show season, amid a growing marketplace. By all accounts, the Miami International Boat Show and Yacht & Brokerage Show in Miami Beach, which ran Feb. 13-17, were the most successful sales events in years, following an equally upbeat Fort Lauderdale International Boat Show last fall.

After battling through the worst downturn to hit the recreational marine and yachting markets in history between 2008 and 2012, yacht brokerage sales have posted strong gains over the last year. Last year overall U.S. sales of brokered power and sailboats rose by 6 percent while dollar values rose by 21 percent, according to the latest YachtWorld Market Index.

Florida's yacht brokers posted even more impressive gains with sail and powerboat unit sales increasing by 9 percent and dollar sales rising by an incredible 40 percent due largely to a strong rebound in sales of superyachts 80 feet and longer. In fact, Florida's brokerage dollar sales in 2013 accounted for nearly half of the value of all U.S. brokerage sales.

Barring an economic upheaval or other drag on the economy, expectations are that the yacht brokerage market will post another year of decent growth in 2014.



Brokers reported strong interest at this year's Yacht & Brokerage Show in Miami Beach.

CRUISING PERMITS

MARINE CLEARANCES

CUSTOMS ENTRIES

IMPORT GUIDANCE



WE'LL TAKE IT From Here

Howard S. Reeder, Inc. has been providing unsurpassed personalized expertise in U.S. Customs procedures and entries for over 50 years. Trust the leader and navigate customs with confidence.



Navigating Customs with Confidence Since 1940

Licensed U.S. Customs Brokers BOAT SHOW BONDS / MEGA YACHT ENTRIES DRAWBACK ENTRIES / IMPORT CONSULTING

T:305-371-8431 F:305-381-6795 www.howardsreederinc.com



Maintaining The Boating Dream



A Marina and Boatyard that Exceeds Expectations

Bottom Painting
 Paint Shed
 Fiberglass Repairs

Mechanical Repairs
 • Electrical Repairs
 • Full-Service Yard

New Clients Free 1X Haul-Out

Mention this ad - valid through Dec. 31, 2014



BULLETIN BOARD

YACHT BROKER: TOURNAMENT YACHT

SALES is seeking experienced, energetic, motivated brokers interested in operating in a personal, friendly atmosphere. We offer more advertising possibilities than you might have with your current brokerage and better in-house commission splits, with an incentive-based program that will raise your split even higher. Now located in Jupiter/Tequesta, Tournament Yacht Sales offers a great support staff and we go out of our way to promote our brokers through advertisements and social media. For a confidential conversation, call Jimmy Fields at 561.801.5720 or email jimmy@ tournamentyachtsales.com.

YACHT BROKER/SALESPERSON: JUST

CATAMARANS is seeking self-motivated agents for our growing catamaran brokerage department. We offer a great working environment and a loyal client base established from our existing service business. We are centrally located at Harbour Towne Marina in Dania Beach. Please visit www.JustCatamarans.Net for more info and send resumés to stuart@justcatamarans.net. All inquiries are kept confidential.

YACHT BROKER: BRADFORD MARINE YACHT

SALES is seeking an experienced yacht sales broker for our Fort Lauderdale office. We're looking for candidates who are professional and highly motivated, with five-plus years of experience listing and selling large yachts, a proven track record as a leader in yacht sales, and a seasoned knowledge of the yachting industry. We provide exceptional sales tools and support for our brokers, including multi-channel marketing campaigns, complimentary dockage in our Yacht Showroom, and Rewards programs. For more information, please contact Michele Allen via e-mail at michele@bradfordmarineyachtsales.com. All inquiries are kept strictly confidential.

ON THE MOVE

 ALASTAIR CALLENDER, previously with Sanlorenzo, is now with Burgess; email: acallender@burgessyachts. com.

MARIA ELENA FERRER, previously with C1 Bank, is now with Iberia Bank at 200 East Las Olas Boulevard, Suite 2000, Fort Lauderdale, FL 33301. Office: 954.848.6290; email: mariaelena.ferrer@iberiabank.com.

Theresa Bennett Board Certified Admiralty Lawyer

Local Accessible Reasonable

500 SE 17th St. #323 Fort Lauderdale, FL 33316 954-463-4007 tb@theboatlawyer.com www.theboatlawyer.com

Value Added Guidance to the Yachting Industry Since 1993

FURNISHED OFFICE SPACE AVAILABLE On the Bahia Mar Marina

One-Half Floor or Single Offices

Conference Room, WiFi, Copier, Parking, Kitchen

651 Seabreeze Avenue, Florida 33316 (305) 351-5030



THE MARSHALL ISLANDS REGISTRY



www.register-iri.com | yachts@register-iri.com





INTERNATIONAL REGISTRIES, INC. in affiliation with the Marshall Islands Maritime & Corporate Administrators











Don't Let Time Kill Your Deals; Sell More Boats with YachtCloser!

Software Providing Freedom & Simplicity for Yacht Brokerages

800.669.2572

www.YachtCloser.com



February 5, 2014

BAHIA MAR FORT LAUDERDALE BEACH





The February 5th Charter Open House at Bahia Mar attracted more than 50 industry professionals. There were 7 participating yachts that ranged from 150' to 85'. Attendees sampled each yacht's selection of hors d'oeuvres and beverages as well as networking with their peers.

- **1.** EXCELLENCE
- 2. Steve Elario & Sara Hill
- **3.** Members networking on the docks





YACHTS IN ATTENDANCE

EXCELLENCE ATLANTICA CHASING DAYLIGHT SIETE BETTY JANE GRAND BAROSSA REFLECTIONS

NEW MEMBERS

FEBRUARY NEW MEMBERS

Professional Associate

Chris Enfield – Allied Marine Sponsors: Jon Burkard & Chris Burkard

Chic Longnecker – Yachting Experts Sponsors: Frank De Varona & Leonard Noble

Jim McConville – Allied Marine Sponsors: Jon Burkard & Brian Tansey

Michael Nethersole – Northrop & Johnson; Sponsors: Kevin Merrigan & Bruce Leffers

Chad Robertson – Denison Yacht Sales; Sponsors: Bob Denison & Mike Busacca

Affiliate Active

Missy Clutter – Moody Insurance Group; Sponsors: Ron McTighe & Phil Bartholomew Wally Kelm – G Travel; Sponsors: Curtis Stokes & Bransom Bean

L.R. Miller – Strike Marine Salvage Sales; Sponsors: Roy Sea & Chany Sabates

Affiliate Active

Theresa Bennett – Law Office of Theresa Bennett; Sponsors: Pam Barlow & Jim Webster

Affiliate Associate

Cynthia Wummer – SAIL Magazine Sponsors: Jeff Erdmann & Cindy Sailor

Support Krizia Gonzalez – Galati Yacht Sales Sponsors: Carmine Galati & Joe Galati

Salene Marrah – MarineMax Sponsors: Scott Roberton & Collin Heimensen **Georgina Menheneott** – OceanStyle; Sponsors: Keith Maling & Rick Morales

Iliana Titone – Merle Wood & Associates; Sponsors: Crom Littlejohn & John Cohen

For information on membership and to apply, visit www.fyba.org





MAKE YOUR VOICE HEARD ON

CAPITOL HILL!

IF YOU DON'T SPEAK UP TO PROTECT YOUR INTERESTS, WHO WILL?

Concerned about the damaging effects of ethanol on marine engines? What about protecting boating access or saving businesses from burdensome tax policies? Want to learn more about the issues facing our industry and how to advocate for boating year round? The 2014 American Boating Congress is the event you've been looking for!

JOIN US AT RECREATIONAL BOATING'S

PREMIER LEGISLATIVE EVENT!

If you're concerned about how boating is represented in Washington, D.C. you need to be at the 2014 American Boating Congress!

Register TODAY! Don't miss this opportunity to join your peers and ensure that recreational boating's voice is heard on Capitol Hill. Visit **www.nmma.org/abc** to register.

For more information, contact Laura Genovese: lgenovese@nmma.org

www.nmma.org/abc

M 50 **DISCOVER** WHATS **POSSIBLE**.

The All New Maritimo M50

Designed and built in Australia utilising race proven hull design and engineering technology delivering superior performance and economy. The latest evolution of the acclaimed Maritimo M48, the all new M50 offer superior luxury with full beam master cabins, spacious interior and contemporary styling. For more information visit **www.maritimo.com.au** Visit our new Ft. Lauderdale Factory Store Maritimo Offshore Yacht Sales, Inc 2515 Marina Bay Dr. West, Unit 101 Fort Lauderdale, Fl, 33312 T 206 462 6080



Delivering the Marine Market



AIM MARINE GROUP

BoatQuest.com PassageMaker SOUNDINGS Trade Only A POWER

SIJOW



YOU KNOW WHAT THEY WANT, WE KNOW WHAT THEY NEED,

WHY NOT SIT DOWN WITH US AT THE PALM BEACH SHOW THIS YEAR?

THE PERFECT COMBINATION!

With 50+ builders in our market segment and 500 different models for your client to chose from, how does any broker know what to recommend? At Hargrave, we deliver more than a great boat, we <u>deliver an incredible experience</u> for your client. Since the day we started building we have received a <u>100% satisfaction rating from</u> <u>every broker we've done business with</u>, and we can prove it.

FUNN HARGRAVE CUSTOM YACHTS

SEE FOR YOURSELF