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EVENTS

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Brokers Open House
BAHIA MAR, FORT LAUDERDALE

APRIL 17-19

Suncoast Boat Show
SARASOTA, FL

MAY 1

Yacht Engineering Seminar
HYATT PIER 66, FORT LAUDERDALE

MAY 11-13

ABC Legislative Conference
WASHINGTON, D.C.

MAY 20

Membership Meeting
HYATT PIER 66, FORT LAUDERDALE

MAY 21

Brokers Open House
BAHIA MAR, FORT LAUDERDALE

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*see website for full Committee listing

From the President

BY GARY SMITH

FYBA Board and Staff: Hard at Work

After recently completing my first year as your President of the Board of Directors of FYBA, I would like to take the opportunity to address some exciting changes you will notice in the coming months. Now in my fourth two-year term on the Board, I can report that never has there been a time when your Board has worked harder than the Directors are doing today. These all-volunteer positions oversee very active committees, which this year alone, have added a Yacht Engineering Seminar on May 1st as well as a Town Hall meeting on May 20th. Most of you are well aware of the advancements of our Public Affairs Committee; however an additional eight committees, each with full agendas, also are hard at work on your behalf.

On another note, I have the unhappy task of reporting that in mid-March, Ann Vernon tendered her resignation as Executive Director of FYBA. We are grateful to Ann for the hard work and leadership she exhibited during her tenure with the organization, and wish her well in her new endeavors. She surely will be missed by the Board and staff.



I am excited to report the hiring of Cynthia "Cindy" Sailor, as the new Executive Director of the FYBA. We are all completely ecstatic to have someone of her caliber to tackle our aggressive agenda. Formerly the Associate Publisher of *Power & Motoryacht* magazine, she has assumed her new role effective April 1, 2015.

As most of you know, Cindy held several positions within the umbrella of Active Interest Media's Marine Group and also managed several other entities, including BoatQuest, Show Directories and the publication *Fort Lauderdale Today*. Cindy's education, background and skill set are completely synonymous with running our organization while maintaining the desired implementation of the FYBA agenda. She complements and completes our super staff, which includes Director of Operations, Shay Loudenslager, and June Watt, Communications Director.

The FYBA Board of Directors met in February for our annual all-day planning session. Among many other items on the agenda, this meeting primarily was to establish committee chairs and to proceed with goal setting for the coming year. As a result of this meeting, the Board has established an aggressive task list with one underlying theme: to further advance the professionalism of the yacht brokerage industry and engage and unite our members. FYBA has aggressive legislative, seminar, fundraising, and membership goals, as well as a compelling desire to update and streamline our communications to our members.

We have several events coming up in the next two months to note:

- **April 16** will be our first Broker's Open House since January. These events are great way to preview a large number of yachts quickly and to network with your fellow brokers.

- **April 17-19** is the **Suncoast Boat Show** in Sarasota, FL.
- **April 25** marks the date of the **7th Annual Marine Industry Cares Spin-a-Thon** at Esplanade Park. Please join Team FYBA Hot Wheels or come out and cheer them on.
- **May 1**, we will be hosting our first annual **Yacht Engineering Seminar** at Pier 66 in Fort Lauderdale. This seminar, two years in the making, is designed to familiarize our members with the technical aspects of yachts to further a broker's knowledge base that will contribute to sales. Some of the information included in the sessions will be Vibration Analysis, Internal Combustion Engines, Electronics, Stabilizer Systems, Naval Architecture, Paints & Coatings, Maritime Standards & Regulations, and Electricity. Sponsors of the event include Cummins, Advanced Mechanical Enterprises, Seakeeper, MEI Marine and Lumishore. Be sure to register right away, as space is limited.
- **May 11**, FYBA will converge on the **American Boating Congress (ABC)** in Washington, D.C., to lobby our Congressmen and Senators for multiple legislative items to further our industry. FYBA has sponsored a couple of events wherein we can showcase our desire to change the cruising license to allow foreign-flagged yachts to be sold to US residents while in our waters. If any member would like to attend, please give Shay or Cindy a call at the FYBA office for more details.
- **May 20**, your FYBA Board will host the first-ever **Town Hall Meeting** at the Top of the Tower restaurant at Pier 66 from 6-8 pm. The goal of this meeting will be to give all interested FYBA members an opportunity to hear more about the goals set by the board, but more importantly it is an opportunity for us to hear ideas and questions from you, our valued members. Please be sure to mark your calendars and RSVP as you see the invitation in your inbox.
- And then of course, mark your calendars for the **June 2nd Golf Scramble**. Please get your teams together and let us know if you intend to play! It is truly a lot of fun and an event that is important to your organization because it allows us to fund many aspects of our services.

It has been my pleasure to serve as your FYBA President. Along with the rest of your Board of Directors, I eagerly await your ideas and comments at our upcoming Town Hall Meeting or at one of our seminars and events. From the entire hardworking FYBA Board and staff, thank you for being a member of our great organization!

Best Wishes for a Successful Year,

Shay



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FYBA to Continue Push at Upcoming ABC Event for Language Change to US Foreign-Flagged Vessel Regs

The Florida Yacht Brokers Association (FYBA) once again is gearing up for what has become the recreational marine industry's premier government relations event – the American Boating Congress (ABC). Hosted by the National Marine Manufacturers Association, and co-hosted by FYBA along with a number of other groups, ABC runs May 11-13, 2015 at the Renaissance Hotel in Washington, D.C. The event offers attendees important updates on a variety of legislative items affecting the recreational marine industry that are under consideration by Congressional representatives. It also gives us the opportunity to meet one-on-one on Capitol Hill with local representatives.

The event will feature a number of discussion sessions, as well as presentations by high-profile speakers, including David Gregory, former host of NBC's "Meet the Press"; Congressman Rob Wittman (R-VA), Congressman Curt Clawson (R-FL) and City of Miami Mayor Tomas Regalado. Also addressing attendees will be Paul Thomas, rear admiral of the U.S. Coast Guard, and Eileen Sobek, assistant administrator for fisheries of the National Oceanic and Atmospheric Administration (NOAA)

FYBA's ABC Agenda

Among the important issues to be discussed is one of critical importance to FYBA members – US regulations on foreign-flagged yachts. Specifically, FYBA is pushing for a language change to the regulations that would allow brokers to remove that unpleasant phrase "Not for sale to US residents while in US waters" from brokerage listings. "More than 50 industry companies and trade groups support changing the language to the regulation," said Jeff Erdmann, a broker with Denison Yachts, FYBA director and chairman of FYBA's Public Affairs committee. "They all recognize the positive economic impact removing this restrictive language would have on our industry and the overall economy."

As most FYBA members know, a yacht typically obtains a cruising license from US Customs and Border Protection (CBP) at its first port of arrival in the United States. Language in the cruising license currently exempts pleasure boats of certain countries from having to undergo formal entry and clearance procedures.

However, under the current cruising license, owners are forbidden to offer their boats for sale to US residents while in US waters until the boat is imported and duty is paid on

the boat's appraised value. Only US residents are prohibited from viewing these boats while in US waters. When a boat is sold to a non-US resident or doesn't sell while in US waters, duty is refundable, so why collect it until you know duty is applicable?

FYBA argues that restrictions in the current cruising license policy "discourage" about \$2.46 billion in US economic activity that could be generating thousands of well-paying American jobs. "The US is at a competitive disadvantage to Europe, which does not restrict boats from being offered for sale," Erdmann said.

FYBA estimates that 300 to 400 used boats with a total value of more than \$2 billion typically are on the market at any given time that cannot be offered for sale to US residents while in US waters. Each of these boats spends an average 10 percent of its value annually on labor, goods, services, and maintenance, contributing about \$200 million yearly to the local economy. New buyers typically spend an additional 13 percent of the selling price on upgrades and improvements in the first year post-sale, generating about \$260 million locally.

FYBA believes a less restrictive cruising license allowing used foreign-flagged boats to be offered for sale to US residents while in US waters would benefit American marine industry workers and generate additional state and federal tax revenue.

"We urge FYBA members to join us at ABC to learn more about this important issue, and to encourage their local representatives to support our initiative for removing this restrictive language from the rule," Erdmann said. "Nothing is more impressive to members of Congress than when their constituents take the time to travel to Washington to meet with them in person to discuss matters of importance. So we hope to see many of our members at ABC."



THE
AMERICAN
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CONGRESS

LEGISLATIVE CONFERENCE

Where Did “Not for Sale to US Residents in US Waters” Originate?

The FYBA has been asked countless times over the years why and when the language was added to the cruising license that forbids offering boats for sale to US residents while in US waters, but no one knew the answer. So, Public Affairs Committee Member Jeff Erdmann recently threw out this challenge to our member attorneys:

“The first attorney who can accurately cite when and why this language was added to the cruising license will receive a free half-page ad in *Compass* and an article crediting that attorney with answering this illusive question.”



We have a winner! **David R. Maass**, attorney with Alley, Maass, Rogers & Lindsay, P.A. sent in the following well-researched explanation:

Like other foreign-made goods brought into the United States, foreign yachts are generally subject to duty. In 1908, Congress authorized the President to issue cruising licenses to yachts from foreign ports if those foreign ports extended similar privileges to US yachts.

When that statute originally was enacted, it applied only to foreign yachts “belonging to any regularly organized yacht club.”¹ In 1948, Congress amended the statute to apply to all foreign yachts “used and employed exclusively as pleasure vessels.”² Today, after recodification, Title 46, United States Code, section 60504, applies to all yachts “used only for pleasure.”³

Title 19, Code of Federal Regulations, section 4.94, prescribes the form for cruising licenses issued to foreign yachts.⁴ The current warning language was added to cruising licenses in 1983. The US Customs Service (now US Customs and Border Protection) explained that it was adding the language, “to apprise license-holders of the law concerning dutiability and the consequences of selling, chartering, or offering to sell or charter a vessel at the time of, or within one year of the vessel’s arrival, as appropriate.”⁵

In other words, the addition of the warning language did not change the law regarding restrictions on cruising licenses but only advised owners about the law as it then applied.

¹Act of May 28, 1908, ch. 212, § 5, 35 Stat. 424, 425 (1908).

²Act of June 26, 1948, ch. 673, 62 Stat. 1051 (1948).

³46 U.S.C. § 60504 (2012).

⁴Yacht Privileges and Obligations, 19 C.F.R. § 4.94(d) (2015).

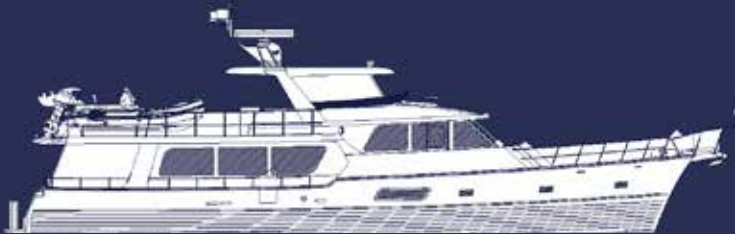
⁵Customs Regulations Amendment Relating to Licensing of Certain Foreign Pleasure Vessels, 48 Fed. Reg. 48653 (Oct. 20, 1983).



Alley, Maass, Rogers & Lindsay, P.A., welcomes its newest associate, David R. Maass, who has joined the firm’s Maritime Department.

David limits his practice to yacht transactions. He represents clients who are building, buying, selling, and chartering yachts and advises clients on related matters, including documentation, finance, taxes, and regulatory compliance.

Alley, Maass, Rogers & Lindsay, P.A.
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Palm Beach, FL 33480
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YACHT ENGINEERING SEMINAR

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- Maritime Standards & Regulations
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Understanding the International Convention on the Control of Harmful Anti-Fouling Systems on Ships, 2001

The Issue

Is the vessel that your client is considering purchasing required to be compliant with the International Convention on the Control of Harmful Anti-Fouling Systems on Ships, 2001 (AFS Convention)?

The Facts

You have a client interested in purchasing a used vessel that will be used on international voyages. You have shown your client three different vessels at the Palm Beach yacht show. Vessel One is 75 feet and 90 gross registered tons ITC. Vessel Two is 100 feet and 200 gross registered tons ITC. And Vessel three is 160 feet and over 425 gross registered tons ITC.

Vessel Three is really out of your client's budget at this time but the client is already thinking ahead a few years. Now it's time to do your research of each vessel, including reviewing each vessel's documentation. Should you be looking for documentation demonstrating compliance with the AFS Convention for the aforementioned vessels viewed by your client?

The Law in the United States

The AFS Convention was implemented by the US through the enactment of the legislation set forth in 33 U.S.C. 3801-3857 concerning Clean Hulls. The legislation is designed to prohibit the use of harmful substances in anti-fouling paints used on vessels and provides that all vessels to which the legislation applies must demonstrate compliance with the AFS Convention while in U.S. waters.

The U.S. Coast Guard is charged with enforcing this convention and may request documentation demonstrating compliance with the AFS Convention. If a vessel owner is unable to provide documentation demonstrating the vessel's compliance with AFS, the vessel could be detained. So which vessels must comply?

The AFS Convention is applicable to vessels of at least 24 meters. [See 33 U.S.C. 3822] However, vessels of at least 400 gross registered tons ITC must meet the heightened compliance requirements. [See 33 U.S.C. 3821] So what documentation is required to demonstrate compliance?

- Vessels at least 400 gross registered tons ITC: Vessels

that are at least 400 gross registered tons ITC and engage in at least one or more international voyages must carry an International Antifouling Systems Certificate and attached Record of Anti-Fouling Systems. [Id.] According to the United States Coast Guard ("USCG"), either the USCG or any Classification Society recognized by the USCG can verify the vessel's compliance with the AFS Convention and issue the required Certificate and attachment.

- Vessels at least 24 meters but under 400 gross registered tons ITC: Vessels that are at least 24 meters in length and less than 400 gross registered tons ITC and engage in at least one international voyage must carry a Declaration of Compliance signed by the owner or the owner's authorized agent confirming the vessel's compliance with the AFS Convention, accompanied by appropriate documentation such as a paint receipt or other documentation demonstrating the paint applied to the vessel is compliant with the AFS Convention. [See 33 U.S.C. 3822]

The Answer

Based on the law set forth in 33 U.S.C. 3801-3857, the following applies with respect to Vessels 1-3 noted in Paragraph 2 above:

- Vessel One is not required to comply with the AFS Convention as Vessel 1 is under 400 gross registered tons ITC and under 24 meters in length.
- Vessel Two is required to carry a Declaration of Compliance signed by the owner or the owner's authorized agent confirming the vessel's compliance with the AFS Convention accompanied by appropriate documentation such as a paint receipt or other documentation demonstrating compliance with the AFS Convention as set forth in Paragraph 3 (b) above as Vessel 2 is under 400 gross registered tons ITC but over 24 meters in length.
- Vessel Three is required to carry an International Antifouling Systems Certificate and attached Record of Anti-Fouling Systems as set forth in Paragraph 3 (a) above as Vessel 3 is over 400 gross registered tons ITC. Failure to abide by the provisions set forth in 33 U.S.C. 3801-3857 could result in criminal and/or civil penalties against the owner and/or vessel. Therefore, the utmost caution should be exercised in ensuring compliance with the AFS Convention.

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

Erin J. Ackor is a Partner at Moore & Co., P.A. (www.moore-and-co.com) a boutique law firm in Miami, Florida specializing in maritime, art and aviation law. For further information related to this article, please contact erin.ackor@moore-and-co.com / 786.221.0600.



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Member News

AMERICAN MARINE announces that longtime Lee County broker Mike Mascari has joined our team of brokers. Mike has been in brokerage business since 1986, spending 15 years with Boater's Landing and most recently with Bayside Yacht Sales for the past 11 years. Mike will be heading up the newly opened American Marine office at Legacy Marina in Fort Myers. He may be reached on his cell: 239.980.2202 or office: 239.332.8808.

American Marine also announces the opening of its two newest waterfront offices: Riviera Dunes Marina in Palmetto, Fla., and Legacy Harbour Marina in Fort Myers. Along with the our Gulf Harbor Marina office in Venice, Fla., and the Regatta Pointe Marina office in Palmetto, Fla., we now have four Florida west coast offices to assist our clients. Visit us at Riviera Dunes Marina, 102 Riviera Dunes Way, Palmetto, FL 34221, and at Legacy Harbour Marina, 2030 West First Street, Fort Myers, FL 33901.

ARDELL YACHT & SHIP BROKERS are pleased to announce that among their recent sales are INTERACTIVE and JOAN'S ARK. INTERACTIVE, is a 58' Sunseeker Predator built in 1999. Upon her sale, INTERACTIVE was docked in Fort Lauderdale with an asking price of \$350,000. Craig Cadwalader would like to thank Jose Arana Jr. of 1 Ocean Yachts, who represented the buyer.

JOAN'S ARK is a 95' Westport/Christensen built in 1985 with refits in 2005 and 2007, naval architecture by Ed Monk Jr., and accommodations for six guests in three cabins. Upon her sale, the asking price was \$995,000. Bob Zarchen of Ardell Yacht & Ship Brokers represented the buyer; a special thank you goes out to John Varga of Westport Yachts for representing the seller.

As **FLORIDA YACHT GROUP** continues our transformation throughout 2015, we are delighted to announce the promotion of Matthew Morrison to sales manager at Eastern Yachts, a division of the Florida Yacht Group. Phil Crane will continue to mentor and guide Matthew in his role before catapulting into the new adventures of his imminent retirement. Check out www.floridayacht.com, and feel free to give both Matthew and Phil a call to find out more!

FRASER YACHTS is pleased to announce the sale of the 29.64M (97') M/Y ALEXANDRA V, built in 2009 and refit in 2014. Joint Central Agents were Dennis Frederiksen and Kirill Anissimov of Fraser Yachts, Monaco.



LUKE BROWN YACHTS is proud to announce that Steve Bozas has joined the firm. After earning a degree in Business from the University of Florida, Steve has spent 28 years selling yachts in the Fort Lauderdale area. He began his career at Hatteras of Lauderdale, later joining Broward Marine, before moving on to MarineMax.

Three significant recent sales at Luke Brown Yachts include TREVIA, the 110' Broward listed by Jason Dunbar with Rory Kline of MacGregor Yachts representing the buyer; SPLENDIDE, the 62' Nordhavn listed by Jason Dunbar with Carlos Dominquez from Yachting Experts representing the buyer, and SEAFARI, the 92' Burger, where Pam Barlow represented both the buyer and seller.

MARINE INDUSTRIES ASSOCIATION OF SOUTH FLORIDA (MIASF) announces the 19th Annual Plywood Regatta, Dania Beach in April 11-12. More than 300 South Florida students will attempt to build seaworthy vessels in Dania Beach and then race them against each other. Proceeds benefit South Florida's marine industry education programs and the Plywood Regatta Scholarship Fund. For information on becoming a volunteer or sponsor, call 954.524.2733. www.plywoodregatta.org.

Groundbreaking started in March for the Habitat for Humanity house that the MIA SF is building in Fort Lauderdale, which makes now the perfect time to get involved. Due to a state sales tax credit that is available and deductions for charitable contributions, a donation of \$10,000, for example, may end up costing less than \$1,500. The home-building project also offers a valuable team-building opportunity for your organization through August. Corporate groups can be anywhere from 7 to 30 people, and volunteer opportunities are available from 7:45 a.m.-12:15 p.m. every Tuesday-Saturday. For more information on donating or participating in a team build, call 954.524.2733 or email info@miasf.org.

MARINEMAX STUART announces its reinstatement as the exclusive Hatteras Yachts dealer for Palm Beach and Martin Counties. Tom Sanders, Senior Vice President of Sales and Marketing at Hatteras Yachts, welcomed the return of Dan Aultman and Steve Gale to the local area market that stretches from Boca Raton to Stuart, Fla. MarineMax has been an international leader in Hatteras units sold over the last decade with over \$650 million in retail sales. Hatteras-focused brokers looking for a great opportunity to join the world's largest marine retailer should contact Steve Gale at 954.325.3217.

OCEAN INDEPENDENCE (OCEAN) is delighted to announce the appointment of Thom Conboy as its President of the Americas. Conboy and his team, consisting of Michael Bach, Chris Collins, Julien Elfenbein, Teddy Garsva, and Cheryl Toney, joined OCEAN as of February 1, 2015.

OCEAN is expanding its presence in the Americas, where Conboy will oversee the operation and all new business development. Joining OCEAN'S highly reputable and respected charter organization, headed by Daphne d'Offay in Fort Lauderdale, Conboy and his sales team bring a focus on brokerage and new construction sales; further bolstering the services offered by OCEAN in the Americas.

The entire team is now located at the 1535 SE 17th Street, Suite B206 location. For more information please contact: Thom Conboy at 561.441.6131 or tc@ocyachts.com.

Yacht management expert Michael Reardon is proud to announce the opening of his new firm, **REARDON YACHT CONSULTING (RYC)**.



Headquartered in Fort Lauderdale, RYC is a hands-on agency providing luxury yacht and superyacht owners, captains, brokers, and charter agents with a full menu of highly customized professional yacht management services, including ISM and MLC implementation, management of new build and refit projects, and crew management. To contact RYC, call

954.839.6001, email michael@reardonyacht.com, or visit www.reardonyacht.com.

SHOW MANAGEMENT, producer of six of the largest boat shows in the world, announced that it has appointed



Brett M. Keating as vice president of Consumer Marketing. In this newly created role, Ms. Keating is responsible for ensuring that Show Management attracts the visitors most wanted by its exhibitors and for the quality of the visitor experience at its shows. She works in cooperation with all Show Management partners, including the associations that contract with

the company to operate the shows, show exhibitors, government entities, fellow marketers, and visitors at Show Management shows, including the Fort Lauderdale International Boat Show, Yacht & Brokerage Show in Miami Beach, Palm Beach International Boat Show, St. Petersburg Power & Sail Show, Suncoast Boat Show in Sarasota, and Panama International Boat Show, in addition to other South Florida events in which Show Management has a role.

TOM GEORGE YACHT GROUP is proud to report the following sales: SWEET TUNA, a 77' Hatteras Sportfish, 2009, and VICTORY, a 68' Hatteras Sportfish, 2007, with Tom George Yacht Group representing both buyer and seller in each sale.

YACHTWORLD will be releasing a new feature in April within the BoatWizard MLS that allows members to quickly and easily flag listings to the YachtWorld Policies Team and the listing broker directly. It's no longer necessary to input the listing details or contact the listing broker and YachtWorld Policies team separately.

The mobile YachtWorld site is launching! Check out the homepage, search results and boat details pages for much improved search functionality, larger photos and "sticky" contact broker options that remain with the user throughout the boat detail page.

YachtWorld has partnered with SuperYacht World to distribute your superyacht inventory to the digital marketplace alongside highly respected editorial. It is the first time SuperYacht World has featured boats-for-

sale listings on its website, allowing its readers to browse hundreds of the world's finest superyachts online, powered by YachtWorld. Contact your YachtWorld representative to get started.

A new ".yachts" domain officially was announced at the opening of the Miami International Boat Show. Brands and businesses in the sector can visit <http://nic.yachts/> to register their interest in a .yachts domain or sign up for the .yachts Founders' Program to benefit from special rates and early availability.

YACHTZOO announces the following new Central Listings for sale: BATTLESHIP, 106' Lazzara 2003, asking \$4,199,000. This five-stateroom Lazzara is located in Fort. Lauderdale where she may be easily inspected. Please contact: Neil Emmott, neil@yacht-zoo.com. AGORA II, 105' Horizon Skylounge 2013, asking: \$7,980,000. Accommodations for eight owner/guests in four staterooms. Lying Osaka, Japan. Contact: Neil Emmott, neil@yacht-zoo.com. ARES 102, a 102' Custom Diesel Electric Hybrid Motor Yacht. Price on application. She is approximately 20 months from completion, utilizing an existing hull and superstructure. Layout and interior may be modified to suit new owner's requirements. Please contact: Rob Newton, rob@yacht-zoo.com. NATALITA IV, 50' Princess Motor Yacht 2002, asking \$390,000. Just upgraded with brand new paint, teak decking, interior soft goods and more, she is easy to show in Fort Lauderdale. Contact: Neil Emmott, neil@yacht-zoo.com.

YACHTZOO also reports that the 146' 2002 Hakvoort Motor Yacht CRACKER BAY has just been reduced by one million USD to the new asking price of \$18,950,000. This quality, Dutch-built vessel is lying in Fort Lauderdale and easily available for inspection. Please contact: Rob Newton, rob@yacht-zoo.com

ZEELANDER YACHTS announced the appointment of Michele Allen to President of Zeelander USA, based in Fort Lauderdale. Her responsibilities include overseeing day-to-day operations as well as executing key strategic growth initiatives. Ms. Allen brings 30 years of diversified experience providing strategic, tactical and financially responsible leadership. She has a long track record of building value and maximum revenue growth for both product and service organizations, most recently as General Manager of Bradford Marine Yacht Sales.



Zeelander Yachts also announced a company restructure that includes the addition of a yacht sales division in preparation for growth and new products. This new division, led by Chris Holtzheuser as president, will provide an improved experience for those buying and selling their vessels. Former Zeelander USA President, John Slate, will move to the sales division to drive new business and ensure a successful launch. Visit www.zeelander.com to learn more.

1st Annual Miami Yacht Hop a Rousing Success!

Starting with a venue that only a few days earlier was a pure construction site, Show Management pulled off a highly successful 1st Annual Yacht Hop at the Island Gardens Deep Harbor Marina on Watson Island during the 2015 Yacht & Brokerage Show in Miami Beach. More than 300 attendees braved the falling temperatures to get their first glimpse of the future superyacht basin that in coming years will be the US' answer to Monaco. The Yacht Hop featured three beautiful superyachts ranging in size from 120' to 180'.

This site will be part of an expanded footprint for the FYBA's Yacht and Brokerage Show in Miami Beach, run by Show Management, with Super-Yacht Miami coming in 2016. The new location will complement the show's present Collins Avenue venue, adding a deepwater location that allows for larger boats to be on display going forward. The project on Watson Island, which is expected to be finished by October of this year, will allow for yachts up to 550' in length with draft allowances from 18' to 25' on the outer slips.

The inaugural Yacht Hop was organized by Show Management, the International SeaKeepers Society and the FYBA. Evening sponsors included Total Dollar Yacht Insurance, Sterling Associates, Il Mulino, Yacht GraphX and of course, Island Gardens Deep Harbor Marina.

Guests were treated to wonderful food and beverages provided by Total Dollar Yacht Insurance and Sterling Associates, including freshly prepared paella along with free-flowing wine and beer throughout the evening. Il Mulino also wowed attendees with a delicious assortment of pastas from its newest location in Miami Beach. The 1st Annual Yacht Hop was truly the party of the boat show week and will be the place to see and be seen at future Miami yacht shows.

We would like to thank our title sponsors, Total Dollar Yacht Insurance and Sterling Associates, for helping to make this signature event a reality. Total Dollar Yacht Insurance is the leading marine insurance specialist in the industry, with offices in Florida, New York and Texas, and it is licensed to operate in all states. Sterling Associates is the leading bank-owned yacht finance company in the industry, with offices in Florida, Massachusetts and throughout the US. For further information and to help support these sponsors, please contact the following people with your insurance and financing needs:

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See you at Island Gardens Deep Harbor Marina next year!





Charter Open House

MARCH 11, 2015

Bahia Mar, Fort Lauderdale Beach

More than 50 industry professionals attended the March 11th Charter Open House at Bahia Mar. There were a record 13 participating yachts ranging in size from 70' to 126'...one of the largest Charter open houses in recent years! Attendees enjoyed networking along with food and beverages.

Yachts in Attendance

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Charter Itinerary

BY BARBARA MÜLLER
Ocean Independence - Palma

Basking in the Beauty of the Balearics

High season in the Med is about to get under way, and luxury charter yachts are taking up their moorings in the popular yachting hotspots of France, Italy, Croatia and Greece. But don't overlook the Balearic Islands – Mallorca, Menorca and Ibiza – off Spain's Mediterranean coast. These natural cruising grounds have something for everyone, from bustling, historic ports with fine dining and exciting nightlife to unspoiled beaches, rugged cliffs and miles of spectacular scenery. The Balearics are best discovered by yacht, hopping from lively towns to unspoiled "calas" (bays) and back in luxury.

Here is a look at a sample 14-night itinerary starting and ending on Mallorca. But before you depart, be sure to allow some time to explore Palma de Mallorca, the capital of the Balearic Islands and a major Med yachting hub. "Must-sees" in Palma include its magnificent Gothic cathedral, known as "La Seu", and the Abaco bar, a palace converted to a cocktail bar where rose petals rain from the ceiling. If possible, plan your trip to coincide with one of Palma's many summer festivals, such as the Nit de Foc (Night of Fire) in late June, when devils dance through the streets brandishing burning torches. Palma is a magical place to start your charter and a perfect springboard for exploring the Balearics.

Day 1:

Board your yacht at Puerto Portals in the bay of Palma, and unwind with a short trip to the exclusive resort of Illetes or the "cala" of Portals Vells, dropping the anchor to enjoy a swim. Return to port at sunset for sundowners on the flybridge before savoring the first of many flavorful meals prepared by your yacht's talented chef.

Day 2:

Arrive in Islas Malgrats on the southwest coast of Mallorca in time for a late lunch on the aft deck. Spend the afternoon playing with the yacht's water sports toys and sunbathing before heading into the charming fishing port of Andratx for the night. Andratx has been a favorite hideaway for the elite, from King Jaime I in the 13th century to today's film stars and Formula 1 drivers. Admire the magnificent villas ashore and dine in one of the excellent seafood restaurants in port that evening.

Day 3:

Cruise from Mallorca to Ibiza, an island of contrasts, as it is known both for its nonstop nightlife and for the serene 'calas' along its stunning coastline. Visit Cala Bassa on Ibiza's west coast and have lunch at a fashionable restaurant on the beach. Then board your yacht for a short hop to the port of San Antonio and enjoy the sunset in front of the famous Café del Mar.

Days 4&5:

After breakfast, sail to the peaceful island of Formentera with its crystal blue waters. Enjoy a lingering lunch at Los Molinos followed by water-skiing at sunset, then enjoy an intimate dinner on board. You'll want to spend two days anchored at Formentera, enjoying water sports from your yacht's swim platform, and taking the tender ashore to stroll the island's beautiful beaches.

Day 6:

Set off in the early morning for the cruise back to Ibiza. Head for Ibiza Town, with its winding streets, chic boutiques and famous nightclubs. Wander through the old town during the day, then sample its famous nightlife, dancing until the wee hours of the morning.

Day 7:

Make an early departure to return to Mallorca for a late brunch opposite Isla de Dragonera, a spectacular, uninhabited islet off Mallorca's southwest coast that once harbored pirates like Barbarossa. Go for a hike up the mountain, then return to the yacht for a relaxing evening in a nice quiet bay, enjoying the wild scenery.



SOUTHWEST COAST (Photo by Christina Kiamillis)

Day 8:

Spend the day cruising the majestic coastline of northwestern Mallorca, stopping for a swim along the way. Anchor for the evening amongst the mountains in Porto de Soller, nestled in a valley of orange groves. Its vintage railway line makes it a popular tourist destination, but in the evening after the crowds go home, it is a charming port of call.

Day 9:

Continue your cruise up Mallorca's rugged coastline after breakfast and stop for a swim and lunch by the spectacular Torrent de Parreís at Cala Calobra, one of the most beautiful calas on this coast. Wander ashore in the gorge, swim or snorkel, then take an evening cruise under the cliffs. Stop for the night in the quiet anchorage.

Day 10:

After a delicious breakfast on board and a refreshing swim in the crystal clear waters, head around Mallorca's Cabo Formentor into the beautiful Bay of Formentor. Anchor off the beach and take the tender ashore for lunch at the famous Barceló Formentor Hotel. Stroll the hotel's Mediterranean gardens, then return to your yacht for a gala dinner under the stars.

Day 11:

Head for Menorca, a very different island from Mallorca and Ibiza. Less populated and more tranquil, it is the Balearic Island for more adventurous travelers. It also boasts as many beaches as the other two islands combined – and a yacht is the ideal way to see and explore them. Arrive in Menorca's little "fjord" of Ciutadella, the former capital of the island, and go ashore to explore its old town, which surrounds the cathedral.

Day 12:

Head along the island's northern coast around Cabo Caballera, then sail south to Mahon, Menorca's current capital. Visit the pretty hometown of the Mayonnaise with its bohemian market and its natural harbor. Enjoy a sundowner cocktail made with Menorca's local aromatic gin before dinner at one of the fine restaurants ashore.



SA FORADADA (Photo by Christina Kiamilis)



FORMENTERA (Photo by Barbara Mueller)

Day 13:

Enjoy breakfast on board while sailing back to Mallorca.

Cruise along the island's eastern coast to the secluded National Park area on the islet of Cabrera off Mallorca's southern tip. The park is noted for its wildlife, and dolphins are frequently sighted in the surrounding waters. Visit the Cueva Azula, a beautiful underwater "blue cave" that makes a memorable swimming spot. Spend the night at anchor enjoying the peace and tranquility.

Day 14:

Head to Es Trenc on Mallorca's southern coast for lunch, then enjoy this famous beach's turquoise waters and golden sand. Spend your final day soaking up the sun and enjoying all your yacht has to offer before heading back to Puerto Portals.



For more information on luxury yacht charter vacations, please visit Ocean Independence USA online at www.oceanindependence.com.

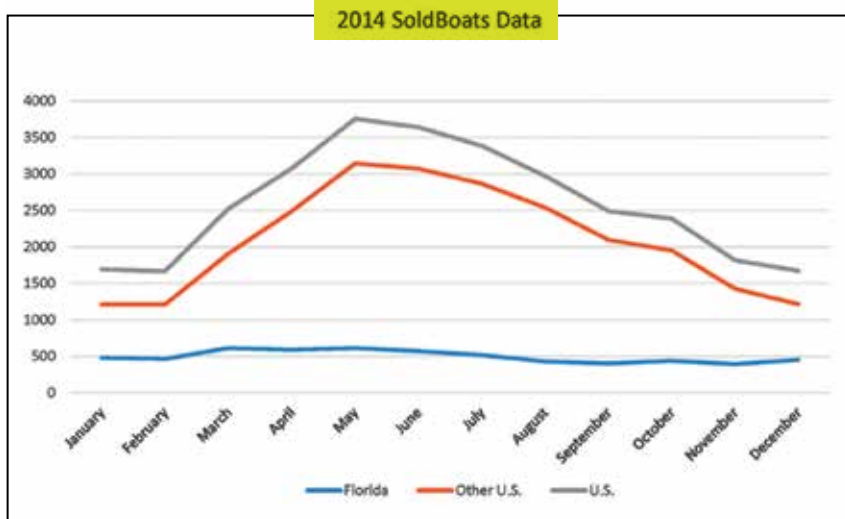
MLS Committee Report

BY BOB DENISON

Florida Brokers Sell the Most Boats

According to YachtWorld's 2014 SoldBoats data, 5,941 boats were sold in Florida throughout last year. These sales represented almost 20 percent of boats sold in the US.

The busiest month of buying activity in Florida occurred in March, when 614 boats were sold, closely followed by the months of May, and April; making spring by far the hottest buying and selling season of the year. The slowest activity took place in November, December and January.



© SoldBoats.com

Looking at the graph of 2014 sales activity shown here, it's interesting to note that in terms of sales volume, Florida brokers stay busy all year, instead of experiencing the highs and lows seen in most other parts of the country.

Stay tuned for more market data from YachtWorld and the FYBA MLS Committee.



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Charter News

OCEAN INDEPENDENCE is proud to provide an early industry announcement for the June 2015 charter debut of 147' Intermarine M/Y M3. The yacht currently is undergoing major transformations on the exterior and interior, including a newly painted blue hull, all-new carpet, furnishings and soft goods, as well as new marble and granite counters on all bars...just to name a few. M3 accommodates 10 guests in 5 staterooms. The introductory rate for this summer in the Bahamas will be \$135,000/wk + expenses. New photography, specs and crew profiles will be coming soon online. Any inquiries can be directed to Daphne d'Offay at daphne@ocyachts.com or +1.954.524.9366



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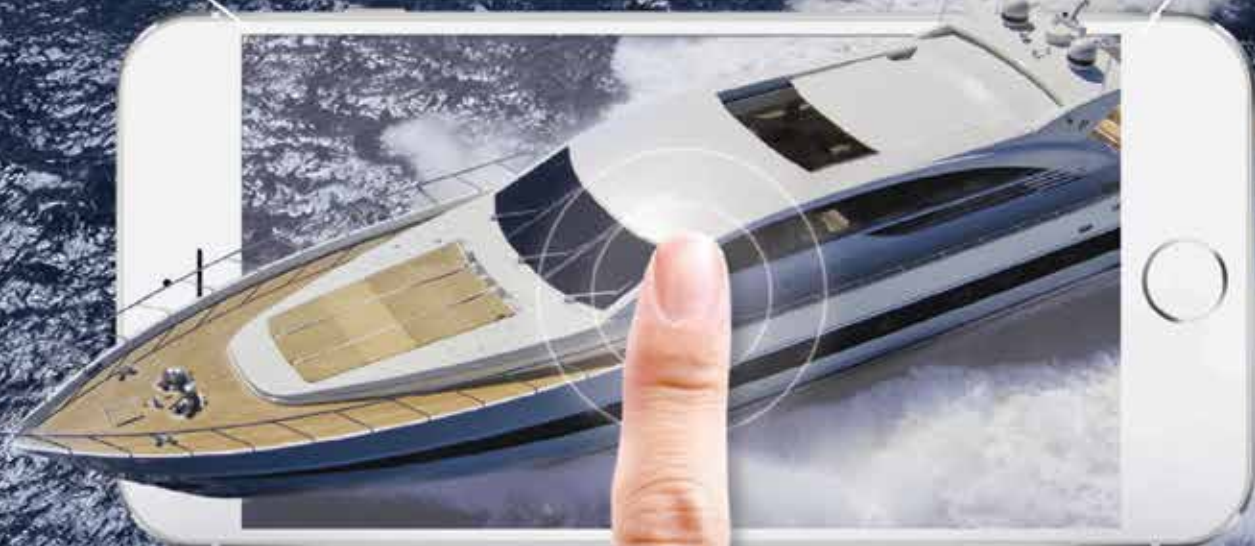
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