

COMPASS

PUBLICATION FOR THE MEMBERS OF THE FLORIDA YACHT BROKERS ASSOCIATION

DECEMBER / JANUARY 2015

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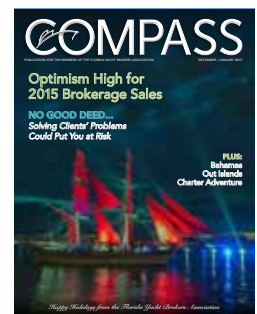
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- JAN. 15** Broker Open House
- JAN. 30** FYBA Annual Dinner
Hyatt Regency Pier 66
Fort Lauderdale



ON THE COVER

Happy Holidays from
the Florida Yacht Brokers
Association

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*see website for full committee listing

LEGISLATIVE UPDATE

By Gary Beckett,
Turnkey Communications & PR

FYBA's Top Legislative Goal for 2015: *Removing Federal Cruising License Restrictions on U.S. Sales of Foreign-Flagged Boats*

It's familiar and unpleasant language for most U.S. yacht brokers – "Not for Sale to U.S. Residents While in U.S. Waters."

However, with the 214th Congress taking the Oath of Office on January 3 and a new Senate majority leader – Sen. Mitch McConnell (R-KY) – taking the reins of the now Republican-controlled Senate, FYBA's Public Affairs Committee (PA) will reignite the push to lift restrictive language in the cruising license and make this disclaimer a thing of the past.

PA Committee Chairman Jeff Erdmann said that prospects for passage of legislation removing that restriction, FYBA's top legislative goal in 2015, look good. He added that more than 50 industry companies and trade associations across the country have endorsed the measure.

"It is likely to be included in a larger trade bill, which would need approval in both the U.S. House and Senate," Erdmann said, adding that language for the cruising license wording change was being reviewed by high-level legislative staff in anticipation of a common sense trade bill.

Erdmann said that President Obama asked for a trade bill during his 2014 State of the Union address. "The House brought one forward but the Senate wouldn't take it up," he said. "Now that we have a new Senate majority leader, we are cautiously optimistic they will take up a common sense trade bill in the new Congress."

As most FYBA members know, a yacht typically obtains a cruising license from U.S. 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.

Under the current cruising license, owners are forbidden to offer their boats for sale to U.S. residents while in U.S. waters until the boat is imported and duty is paid on the appraised value. Only U.S. residents are prohibited from viewing these boats while in U.S. waters. When a boat is sold to a non-U.S. resident or doesn't sell while in U.S. 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 U.S. economic activity that could be generating thousands of well-paying American jobs. "The U.S. 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 U.S. residents while in U.S. 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 U.S. residents while in U.S. waters would benefit American marine industry workers and generate additional state and federal tax revenue.

'Tis the Season

The end of the year is upon us, which means that we are gearing up for a New Year! If the reports from this past Fort Lauderdale International Boat Show are any indication, there is optimism in the air for brokerage sales in 2015.

A recent article in Soundings TRADE ONLY noted that statewide in Florida, gross marine sales grew 31.3 percent from 2010 through 2014! The magazine also reported that 51 percent of Florida's gross retail sales of boat and motor products for the 2014 fiscal year were made in the tri-county area (Palm Beach, Broward and Miami-Dade); the marine industry's economic impact to that area totaled \$11.5 billion and it generated more than 136,000 jobs. These findings came from an Economic Impact Study commissioned by the Marine Industry Association of South Florida (MIASF) with Thomas J. Murray & Associates.

Along with the end of the calendar year comes the preparation for our Board of Director elections in January 2015. The FYBA Nominating Committee has started the process of finding candidates to step up and be counted! This year there will be six Board seats available so the committee would like to have 12 candidates on the ballot. Last year we started a campaign to encourage all eligible FYBA members to vote and we had one of the highest numbers of ballots returned in recent years. It is our hope that we will have an even higher number of returned ballots this

year. When you receive your ballot, please vote!

The 2015 FYBA Board of Directors will be announced as usual at our Annual Dinner, which will take place at Pier 66 on Friday, January 30, 2015.

With all the marine industry associations in South Florida, in past years the calendar has been crowded with holiday parties. This year, all the associations have

decided to come together to do one big marine industry holiday party. This party will take place at the Stranahan House in Fort Lauderdale on Tuesday, December 16th from 5:30 to 8:30pm. It will be a charitable event benefiting the Marine Industry Cares Foundation. Attendees will be asked to donate toys, which will go to the Children's Diagnostic & Treatment Center in Fort Lauderdale.

The next FYBA Open House will take place on January 15, 2015.

There will not be any Open Houses in February or March due to the Miami Yacht & Brokerage Show and the Palm Beach Boat Show during those months.

Wishing you all Happy Holidays and a Happy & Healthy New Year!



Monaco Yacht Show: Ann Vernon with Sanlorenzo President & CEO, George Jousma and VP, Steve Martin

Ann

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How Solving Your Client's Problems Can Put You at Risk

THE ISSUE: Yacht brokers should take care when coordinating yacht work on behalf of a buyer and then collecting for the work at closing. The situation typically arises when a broker finds a boat for a customer "which is perfect except" for one or two modifications/upgrades (for example, the customer would like upgraded electronics).

To make the sale, the broker gets a quote from his buddy the electronics guy, and then, to make the process easier for the buyer, the broker collects the payment for the installation at closing. Typically, the closing statement will have a line item that reads something like, "navigation system and installation." The broker then proceeds to collect all funds at closing, and forwards payment to the electronics guy.

In theory, this process offers a seamless experience for the buyer. Unfortunately, it is a potential minefield for the broker who was just trying to help out.

Who will the buyer look to if, immediately after the broker forwards payment, the electronics guy goes out of business or leaves for an extended vacation in Thailand?

Who will the buyer look to if improperly installed electronics catch fire?

Under Florida law, the broker potentially could be liable in both scenarios.

THE ELECTRONICS GUY GOES OUT OF BUSINESS

If the electronics guy goes out of business or otherwise doesn't install the navigation system, often the only written proof that the system was to be installed is on the closing statement. If the closing statement (almost always on the broker's letterhead) just states "navigation system and installation," then the buyer has a strong argument that he contracted directly with the broker to buy and install the system. The broker will have an extremely difficult time convincing a judge that he was just processing the payment on behalf of the buyer and had not contractually obligated himself to do the installation.

THE NAVIGATION SYSTEM IS IMPROPERLY INSTALLED

In this situation, it is very possible that serious injury or property damage could occur. In the absence of appropri-

ate disclaimers, Florida law implies warranties that the navigation system will work for its intended purpose (i.e. that it will operate properly).

That means that, without proper disclaimers, the broker has just warranted the navigation system and its installation for the buyer; and the law implies an excellent warranty for the buyer – much more extensive in time and scope than your typical manufacturer's limited warranty. Obviously, this could be a legal nightmare for the broker.

THE SOLUTION

The best solution – even though it doesn't really make things easy for a buyer – would be for the broker not to process the payment for the navigation system and its installation, and instead give the potential buyer the name of three independent electronics guys.

Ideally, the broker would refrain from recommending the installer (instead he could say that these are three electronics guys he has worked with in the past). Of course, this isn't always practical and there are circumstances where a broker absolutely needs to collect payment for a third-party vendor in order to get the deal done.

If this is the case, then it is very important that the buyer acknowledge in writing that the broker is just processing a payment to the installer on behalf of the buyer. In addition, the broker must in writing disclaim all express and implied warranties, including, without limit, the warranties of merchantability and fitness for a particular purpose.

The buyer should also acknowledge in writing that the broker is not warranting the electronics or the installation and that the only warranty is the warranty given by the manufacturer and/or the installer. Typically, in our office, we handle this with a simple one-page form signed by the buyer. It can even be emailed to a buyer with a request that the buyer simply confirm back that he/she understands. Make sure you ask your lawyer to prepare the correct language to protect you.

By either having the buyer deal directly with the installer, or by having the proper paperwork in place when the broker does collect a payment for a third-party vendor, the broker can effectively limit his/her liability.

Meet the New Member of the FYBA Staff

June Watt recently joined our team as FYBA Communications Manager. Please join us in giving her a warm welcome.

June was born in Passaic, N.J., but grew up in Hollywood, Fla., where she was quite active in sports, namely softball and basketball. After years of playing softball with the league in Pembroke Pines, she excelled to play on the varsity softball team at MacArthur High School in her freshman year. After high school, June attended college as a Voice major and Telecommunications minor. She earned her Associate of Arts in Criminal Justice in December 2010 and has partially completed her Bachelor's Degree in Cybersecurity.

Over the years, June has gained experience with various companies as an executive secretary, bookkeeper and graphic designer. Prior to joining the FYBA staff, her previous position was serving as director of communications for a prominent downtown church, which lasted for 17 years.

June is a huge animal advocate and donates her graphic design talents to a rescue group in Melbourne, Fla., in order to raise awareness about the group and the tremendous work it is doing to save abused dogs. She also enjoys the beach, music, and spending time with family and friends. In addition, she is a political news junkie.

Although new to the marine industry, June is looking forward to learning and growing with FYBA for years to come.



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◆ **ALLIED MARINE** is proud to announce that its Stuart, Fla., office has been named U.S. Coast Guard Auxiliary Flotilla 59's newest Partner in the U.S. Coast Guard Auxiliary Recreational Boating Safety Visitation Program, a program designed to promote recreational boating safety on the waters in our area. Together, Allied Marine and Coast Guard Auxiliary Flotilla 59, also based in

of Crew Placement, comes from a well-established background in the marine industry from marketing, marina management, administrative, charter crew, and assisting with production of yachts and megayachts. Her fresh perspective and level of professionalism are most welcome.

◆ **GULF COAST YACHT SALES** welcomes Bill Krul to its team. Bill

Coast Yachts as a professional Yacht Salesman.

◆ **YACHTING EXPERTS** is happy to announce that Alessandro Diomedi has joined its team as a Yacht Consultant – New Construction. In addition to serving as a yacht broker with Yachting Experts, Diomedi's role will be to help clients navigate the process of building a new yacht with any shipyard in the world. Prior to joining Yachting Experts, Diomedi worked for the Ferretti Group from 2001 to 2014. During his tenure with the Italian yacht-building giant, he played an integral role in developing new sales networks and opening yacht dealerships in emerging markets.

◆ **DANIELLE BUTLER** and **ANDREW HIGH** announce the launch of **LUXURY LAW GROUP**, a firm founded on the core principles of great customer service coupled with a satisfied client experience at reasonable legal fees. Providing legal services for all luxury asset purchase and sales, management and any litigation related thereto, serving the following industries: Yachts, Aircraft, Real Estate and Luxury Automobiles. With offices in Florida, Washington, D.C. and the Hamptons, they may be reached at +1 800 278 7266 or info@luxurylawgroup.com / WWW.LuxuryLawGroup.com.

◆ **HMY YACHTS** is pleased to announce the sale of the 164' Christensen, REMEMBER WHEN, by Jack Robertson. HMY also is pleased to announce the delivery of the first 92 Viking Convertible to a longtime client.

◆ **26 NORTH YACHTS** is proud to announce it has been named the U.S. East Coast Dealer for Dyna Yachts, manufactured in Taiwan and featuring the newly released Dyna



◆ **YACHTZOO** is pleased to add the following new central listings to its sales fleet: The 82' Viking Sportfish 2009/2010 MUSTANG SALLY– the only six-stateroom 82' Viking on the market. Custom paint job and interior upgrades just completed. Asking \$5,395,000. Contact: Central Agent, Rob Newton, 954.478.2136, rob@yacht-zoo.com. The 151' Leopard 2011, TUTTO LE MARRANÉ (pictured), five-stateroom raised pilothouse motor yacht with stunning contemporary interior. Asking 17,500,000 Euro. Contact: Central Agent, Neil Emmott, 954.205.0066, neil@yacht-zoo.com (mobile).

Stuart, have provided the boating public with safety information, up-to-date Federal, State, and local requirements and schedules for local Boating Safety Courses and Vessel Safety Checks provided by the Coast Guard Auxiliary.

◆ **NEPTUNE GROUP YACHTING** is proud to announce a new member of its team! Jennifer A. Bessette, Director

has lived in Florida 40 years, 30 of which have been in the marine service industry as the owner of Florida Marine Service, experienced in every phase of boat repair. Working on boats every day, he understands systems and knows how to fix any problem. And most important, he bases his expertise on honesty and ethics in the marine field, and now brings his knowledge to Gulf



◆ **BRADFORD MARINE YACHT SALES** is delighted to report the sales of the 104' Derecktor 1990, SILENT WINGS, and 64' Aicon 2006, REENERGIZED, listing broker Tucker Fallon. Another recent sale is the 65' Marquis 2007, THE ZOOMER, listing broker Carlos Navarro. Recent new listings include 126' Norship 1994, IMPULSIVE; 108' Westship 1999, A'SALUTE; 106' Westship/Westport 1994, TWEENER; 82' Horizon Skylounge 2000, BETSYE, Whit Kirtland CPYB; 103' Cheoy Lee 2011, BLUEWATER CAT (pictured), Iain Lawrie; 56' Symbol 2010, GONE, Carlos Navarro.

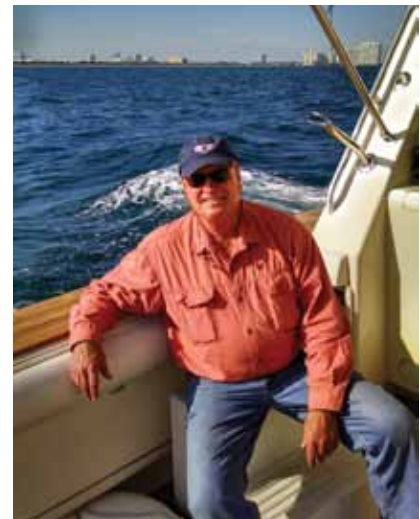
52 & 68 and the 60 Flybridge motoryacht, which garnered great interest at FLIBS. Recent sales by 26 North Yachts include the 2005 Horizon 78, BELLA MARE; 1999 Horizon 70, LATE PAYMENT; 2000 Oceanfast 87, BAC O BOOC; 2007 Bilgin 117, STAR SAPPHIRE, and the 2013 Sunseeker 80, MERCEDES. Recent listings include the 2005 Lazzara 116 Skylounge, HALF TIME; 2008 Cranchi 43, GRAN TURISMO; 2002 Sunseeker 56, ANDIAMO; 2000 Oceanfast 87, ARTHUR'S WAY; 2003 Hatteras 54 Sportfish, PROWLER, and the new inventory 2014 Dyna 60 located at our docks in Marina Bay.

A featured listing is the 1996 123' Oceanfast Tri-Deck, PERSEVERANCE II, which completed a major refit in 2012, reduced to \$3,290,000. For full details visit www.26northyachts.com.

◆ **SKYWATER YACHTS LLC** is pleased to announce the sale of the 116' Crescent DON'T WORRY in conjunction with Bob Hodges Yacht Sales. The company also

announces that it is now joint central listing agents for the 124' Delta, CASURINA, with Jim McConville at Allied Marine. CASURINA is competitively priced at \$4,499,000 and available for inspections in Fort Lauderdale.

◆ **LUKE BROWN YACHTS** reports that business remained brisk through the fall, with seven sales in the 30-day period before submitting this report. Two of the more notable include MILK MONEY, the 112' Westport, sold by Jason Dunbar and listed by Barbara Stork/Frank Grzeszczak of International Yacht Collection. John Todd sold the 86' Burger ENCORE V, listed by Roy Sea of International Yacht Collection. Luke Brown Yachts had 12 boats on display at the Fort Lauderdale Boat Show; to date there are accepted offers on two and three other offers in various stages of negotiations.



◆ **AMIKIDS** announces that Dave Bender is retiring after 42 years with the non-profit that helps transform trouble kids into responsible citizens. The boat donation program that Bender helped start 38 years ago has developed strong ties in the brokerage industry and continues to be the safe alternative. AMIKids wishes Dave fair winds and following seas as he retires to his tree and pecan farm in South Carolina. Former yacht broker and Yachtworld Regional Sales Manager Roger Herd has been chosen as Dave's successor and will work alongside Dudley Savage to further the legacy that Bender started.

FYBA's Yacht Sales & the Law Seminar Draws Rave Reviews for its Educational Agenda



Judging by some of the comments that followed FYBA's Yacht Sales & the Law Seminar, attendees found the October 1st event to be highly topical and informative.

"Wow! I stayed awake for the whole seminar, couldn't believe it was already over," said Willy McCormick of United Yacht Sales.

"Very applicable content, examples, and discussions. Thank you for the educational and engaging presentations," remarked Nery Berkeley of HMY.

"The FYBA seminars are a 'must' for everyone in the yachting industry to be aware of ever-changing regulations," said Brian Coleman of Luxury Yacht Group.

"FYBA's professional seminars are now attracting world-class speakers from across the globe," said Jeff Erdmann, of Allied Marine and chairman of FYBA's Public Affairs Committee.

Held at the Hyatt Regency Pier 66 in Fort Lauderdale, and sponsored by Alley, Maass, Rogers & Lindsay, P.A. and Willis Marine, the seminar drew 187 attendees. Bob Saxon, president of IYC, served as session moderator. The day's presentations covered a variety of important topics.

Thierry Voisin and Alex Mazzoni, of SOS Yachting, discussed EU/VAT Tax Issues for Sales and Charters and Chris Wenthur of Wenthur Law Group talked about Mexican Sales and Charters, Temporary Importation (MTIPS).

Additional session topics included Shipyard & Marina Insurance Liability & Contractual Indemnity Coverage, presented by Nancy Poppe of Willis Marine and Erin Ackor of Moore & Com.; Pitfalls to be Avoided in Purchase & Sales Agreements, presented by Carol S. Waxler of Alley, Maass, Rogers & Lindsay, P.A.; Crew Visa Issues, presented by Laura Ross of Robert Allen Law, and Bahamas VAT & Charter Issues, presented by Earl Miller of the Bahamas Ministry of Tourism.

Crystal Wong of Accounting & Business Consultants and Osmel Cuan, of Akerman LLP, covered Income Tax Planning for Brokers, while Robb Maass of Alley, Maass, Rogers & Lindsay, P.A., Billy Smith of Trinity Yachts and Tim Hamilton of Feadship, offered insights into the new yacht market as part of the New Construction Panel.

A cocktail reception sponsored by BankUnited gave attendees the chance to network following the highly successful seminar.



1. Speakers & Sponsors: L to R: Alex Mazzoni, Pam Stolarz, Osmel Cuan, Thierry Voïssin, Melanie Jolles, Cris Wenthur, Ann Vernon, Bob Zarchen, Lon McCloskey, Jeff Erdmann, Laura Ross, Bob Saxon, Crystal Wong, Paul Flannery, Gary Smith & Nancy Poppe

2. Members networking during the break

3. Grant Henderson & Rodney Robertson

4. Denise Guson & Betty Fletcher

5. Wes Henricksen, Michael Karcher & Mark Buhler

6. Pete Chesla & Sara Ingersoll

7. Nicole Caulfield, Katie Macpherson & Daphne d'Offay

8. Philip Annunziato, Andrew Cilla, Ron Rickard & Steve Deane

A Full Slate of Timely Topics for FYBA's 2014 Charter Education & Destinations Seminar



More than 130 people attended FYBA's information-packed 2014 Charter Education and Destinations Seminar, which was held on October 8 at the Bahia Mar Fort Lauderdale Beach, Doubletree by Hilton Hotel. The event was sponsored by IGY Marinas, CharterFleet International, ShowBoats International and Port Louis Marina. FYBA also would like to thank the Port of Seattle, International Seakeepers Society, Flamenco Marina, M/Y MY SEANNA, BWA Yachting Florida & Bahamas, Abaco Beach Resort, the Bahamas Ministry of Tourism, and CYBA for hosting vendor tables.

The day featured presentations on a wide variety of timely topics, which received rave reviews from the audience.

"FYBA continues to exceed expectations every year with fresh topics and excellent speakers. I'm looking forward to next year," said Jeff Shaffer of Neptune Group Yachting.

Following an Introduction and Welcome hosted by FYBA Executive Director Ann Vernon and moderated by Bert Fowles of IGY Marinas, Jeremy Roche of Boat International magazine discussed the latest yachting industry statistics. Additional presentations included:

- **NEW MEGA YACHT MARINA** in Key West, presented by Rob Smith-Martin of Stock Island Marina.
- **THE BAHAMAS VAT** (Value Added Tax) featuring panelists Peter Maury and Randy Christenson of the Marina Operators of the Bahamas and Earl Miller of the Bahamas Ministry of Tourism.
- **INDONESIA** presented by Mark Robba of Duni Baru Adventures.
- **IGY MARINAS** - St. Lucia, Turks & Caicos and Bimini, featuring panelists Adam Foster and Portia Mogal of Blue Haven Marina, Turks & Caicos; Simon Bryan of Rodney Bay Marina in St. Lucia; Fiona Horne of Bohlke International Caribbean Travel, and Peter Rose of Resorts World Bimini.
- **GRENADA** featuring Danny Donelan of Port Louis Marina and Serena Peters of Spronks Provisioning.
- **AFFLUENT ATTRACTIONS**, hosted by Alan Randolph of C1 Bank and Don Niederpruem of United Landmark Associates.



- **AQUA SAFARI ADVENTURES** presented by Dave Ochs of Aqua Safari Adventures.

A raffle also was held at the end of the session, which raised \$1,800 to benefit the International Seakeepers Society. The day ended with a Charter Brokers Open House held at the Bahia Mar Yachting Center.

"Always enjoy attending FYBA seminars – they are informative, dynamic and entertaining," said Katya Jaimes of International Yacht Collection.

"Kudos (again) to the entire team at FYBA. These seminars are invaluable to all of the industry," said Shannon McCoy of Yachts International.

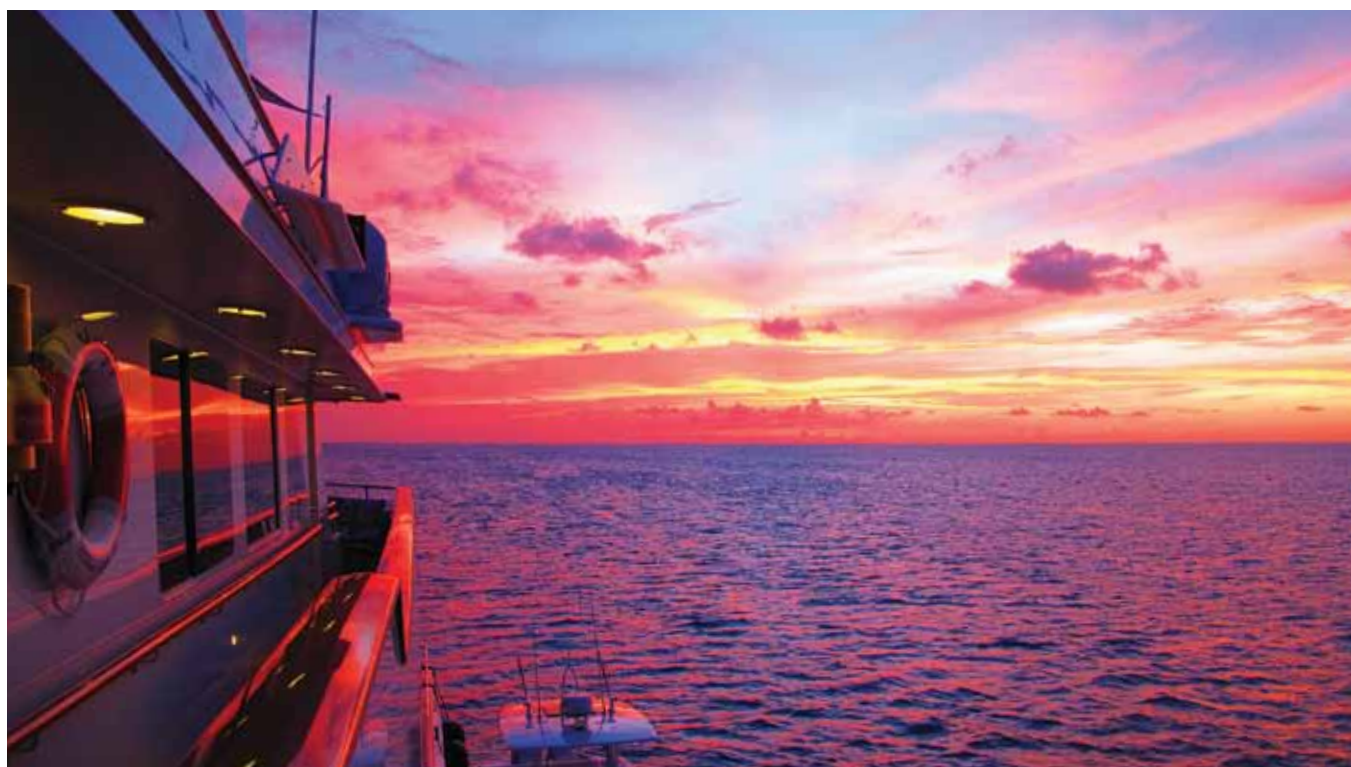
FYBA wishes to thank all those who attended, especially the hard work of FYBA's staff, including Ann Vernon and Shay Loudenslager, FYBA director of operations.

1. Speakers & Sponsors: L to R: Bert Fowles, Marc Welch, Rob Smith-Martin, Danny Donelan, Mark Robba, Dave Ochs
2. Members networking and visiting the vendor tables during break.
3. Bonnie Mims & Patti Trusel
4. Mark Robba winning the Pearl Necklace from the Tahiti Tourisme.
5. Megan Deinas with the Port of Seattle
6. Crew from M/Y SEANNA

"Definitely worth my drive of four hours to be able to attend!"

— SHANNON WEBSTER,
SHANNON WEBSTER YACHT CHARTERS, INC.

Out Island Odyssey: The Southern Bahamas



Scattered like pearls in the ocean to the southeast of Nassau, the Southern Bahamas islands have some of the prettiest and most pristine scenery in this country composed of more than 700 cays. But, like Columbus, the first European captain to lay eyes on this archipelago more than five centuries ago, you need a seaworthy vessel to get there. That poses no problem for the 142-foot Palmer Johnson LADY J. Here is a sample itinerary for a charter cruise through these far-flung Out Islands provided by her master, Captain Steve Bay.

Day 1: Fly to Cat Island (not to be confused with Cat Cay), located south of Eleuthera. Sky Bahamas and Bahamas Air both service Hawks Nest Marina, which has a 4,600-foot airstrip but is not a port of entry. New Bight, at 5,065 feet long, is a port of entry. (Alternatively, you can fly into Georgetown, Great Exuma.)

Cat Island offers outstanding scuba diving and big game fishing, in very close proximity to the marina and the anchorages on its southern end. Hawks Nest Marina has 28 slips for yachts up to 80 feet, fuel, electric, and shore-side accommodations.



Day 2: Cruise to Conception Island, a Bahamas National Park, just 30 miles from Cat Island. It has two good anchorages offering protection from the east and west/northwest. Spend the day enjoying the excellent scuba diving or visit the mangrove marine sanctuary, which is accessible by small

tender or kayak. See turtles, juvenile sharks, bonefish, and stingrays in their habitat.

Day 3: It's just a short 12-mile run from Conception Island to the top of Long Island. Living up to its name, Long Island is 76 miles long but just 4 miles wide at its greatest breadth. Once again there is excellent fishing



and diving here, along with a few hotel facilities. Flying Fish Marina at Clarence Town accommodates 130- to 140-foot yachts. Take an excursion to dive the blue holes, including Dean's Blue Hole, known as the world's deepest. If you are expecting more guests, there are daily flights from Nassau to Deadman's Cay.

Day 4: Enjoy lunch aboard the yacht while cruising to Water Cay in the Ragged Islands, 60 miles from the southern tip of Long Island. There is good diving in the two blue holes located just two miles west of the anchorage – one has a bottom depth of 145 feet. Non-scuba divers will find good snorkeling here. Water Cay also has excellent fishing. In fact, local fishermen are most likely to be your neighbors.

Day 5: It's 12 miles to the next stop, Flamingo Cay in the Ragged Islands. Here, there are good anchorages on the north and west sides. This uninhabited cay is a great place for a beach BBQ. The crew sets a table and chairs up on the sand while the chef shows his skill with the grill. A lone coconut tree stands on the western beach, and a shipwreck lies close to shore. After the picnic, spend the afternoon exploring the caves and ruins ashore.

Day 6: Buenavista Cay, Ragged Islands. This island, 30 miles from Flamingo Cay, has possibly the prettiest beach in the Ragged Islands. There's a great anchorage that is a mile and a half in length. You will find good bird watching



Opposite page: LADY J anchored off the Bahamas' Buenavista Cay; swimming in the clear waters of Conception Island.

Clockwise from top: The LADY J on the hook off Water Cay, Ragged Islands; a local fisherman's fresh catch; LADY J off Hog Cay; Wahoo fishing off Long Island.



here – sometimes flamingos can be spotted ashore.

Day 7: A short 8-mile run takes you from Buenavista Cay to Johnson Cay and Hog Cay, Ragged Islands. There is a daytime-only anchorage close to the beach, with enough room for just one boat, stern-to. This cay is very isolated, and has another excellent beach. There are ruins ashore at Hog Cay plus a tiki hut owned by a local Ragged Islander, which is available for special events.

Your last stop is Ragged Island, the southernmost cay in the chain and the only inhabited island. Take the tender ashore where there are 100 inhabitants but very few facilities. Meet your aircraft at Duncan Town, which has a 3,800-foot runway for charter plane landing only.

For more information visit www.ladyjyachtcharters.com.

CHARTER NEWS

◆ CAMPER & NICHOLSONS

is pleased to announce its appointment as exclusive Charter Central Agent for the 116' (35.4m) M/Y EASY RIDER. This beautifully maintained 1997 Hatteras tri-deck motor yacht crafted by Palmer Johnson underwent an extensive refit in 2014. Accommodations are provided for eight guests in four staterooms, all below deck, including full-beam master stateroom with king-size bed and ensuite Jacuzzi bathroom; two queen staterooms and one twin stateroom, all with ensuite facilities. Her well insulated floating interior makes for a very quiet yacht. EASY RIDER carries a wide variety of water toys including a 36'/10.9m Invincible tender with 3 x 300-hp Yamaha engines, equipped

with professional fishing equipment. EASY RIDER is offered for charter in Florida and the Bahamas year round at the rate of \$49,500 - \$54,500 +



expenses. For more information, contact Camper & Nicholson's at 954.442.1462.

◆ **OCEAN INDEPENDENCE** is excited to announce the addition of two new listings to the charter fleet. The 164' Westport 2010,

HARMONY, is the newest build of her kind on the market and an impressive six-stateroom yacht with exceptional features including an elevator, zero speed stabilizers, and bridge deck VIP with private balcony. She is available for winter cruising in the Bahamas/Caribbean at the rate of \$250,000 - \$270,000 per week + expenses.

A charming trawler-style motoryacht is another new addition to the fleet: the 90' TUMBLEHOME debuts for charter in Florida/Bahamas this December. She features three comfortable and elegant staterooms accommodating seven total, two shaded lounge areas inside and out on the main deck, vast flybridge/sundeck area and al fresco dining above. This perfect family boat is available for \$28,000 - \$30,000 per week + expenses.



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Tuesday, December 16th
5:30pm - 8:30pm



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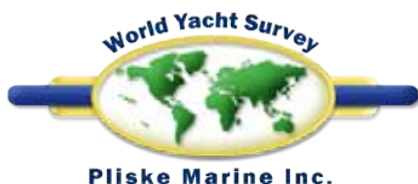
4.

More than 100 industry professionals attended the October 8th Charter Open House at Bahia Mar, which immediately followed a very successful Charter Seminar. There were 15 participating yachts ranging in size from 80' to 164'.

1. Carly Benjamin & Daphne d'Offay
2. Members networking on the docks
3. Bert Fowles & Simon Bryan
4. Susan Harris & Susan Phipps

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BULLETIN BOARD

◆ **SALES BROKER: 26 NORTH YACHTS** is seeking a qualified sales broker for its Fort Lauderdale office. Candidate must be self-motivated, aggressive and very internet-savvy, with a proven sales record. 26 North Yachts specializes in motor yachts between 70-140 feet, representing both new and brokerage yachts worldwide. Work in a fun and exciting sales environment supported by a full service department and one of the most advanced marketing teams in the industry. Please email owners@26northyachts.com. All correspondence will be kept completely confidential.

◆ **BROKER'S ASSISTANT: HMY YACHTS** has an immediate opening for an administrative assistant in the Palm Beach area. The ideal candidate must have experience and be familiar with the MLS systems Yatcho and Yachtworld/boatwizard. This position requires a strong attention to detail and the ability to multitask with minimum supervision. Must be proficient in Microsoft Office, Word and Excel and have a good working knowledge of the internet. Please send your resume to Laura Hogle at lhogle@hmy.com. All resumes will be kept confidential.

◆ **MARINE LOAN PROCESSOR/CLOSING COORDINATOR: SEACOAST MARINE FINANCE** is expanding and is looking for experienced, highly motivated, professional candidates with strong interpersonal and multitasking skills. Seacoast Marine Finance is a division of the Seacoast National Bank and offers employees insurance, 401K, vacation and sick time benefits. If you are interested in joining a great team, contact Lang Ryder at 954.630.3430 or via email at Lang.Ryder@SeacoastNational.com.

◆ **FLORIDA EAST COAST SALES REPRESENTATIVE: STERLING ACCEPTANCE CORPORATION**, an established yacht finance company for over 27 years, is looking for a sales representative to originate boat and RV loans via broker/dealer relationships and direct consumer contacts. The individual should be self-motivated, comfortable with cold calling, have strong attention to detail and most importantly, high ethical standards. Knowledge of the marine industry in south Florida is preferred. IT experience, social media marketing expertise, financial services background and boating background would all be pluses. Please send all inquiries and resumes in confidence to dave@sterlingacceptance.com.

THE MARSHALL ISLANDS REGISTRY

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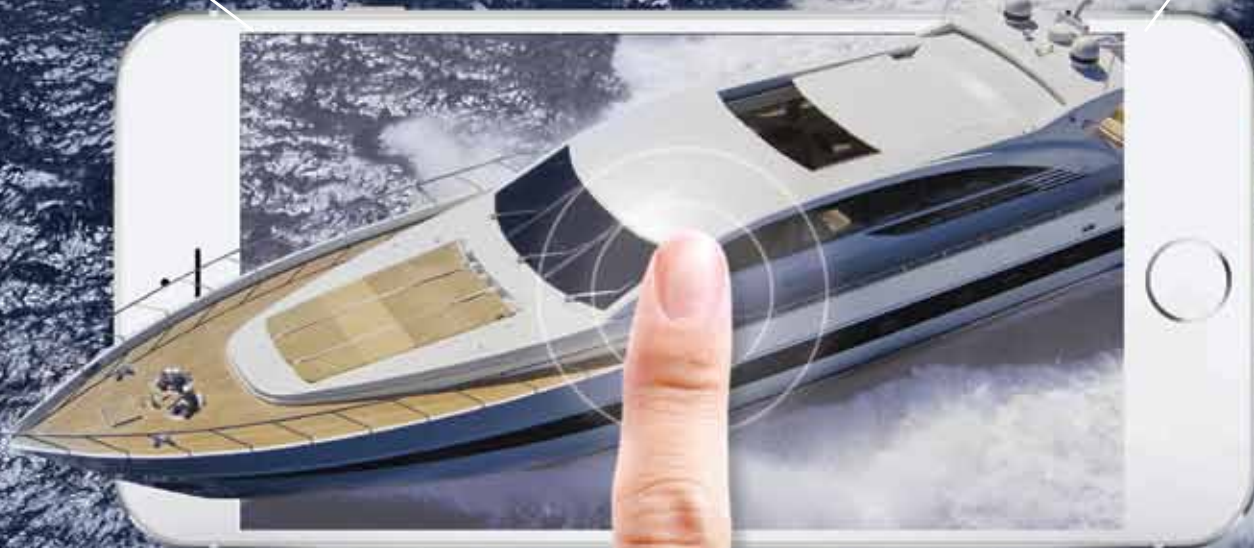
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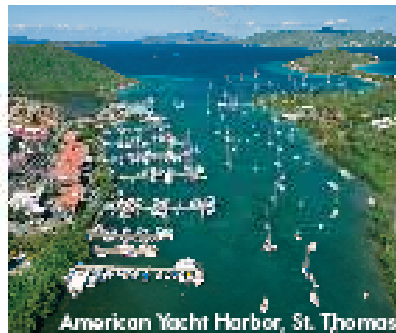
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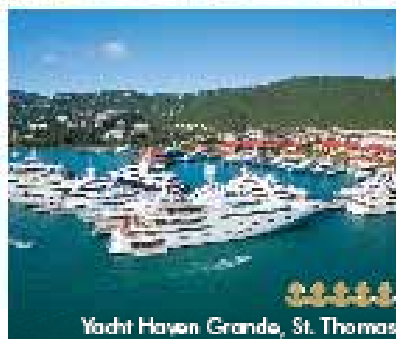
Red Frog Beach Marina, Panama



The Marinas At Resorts World Bimini



Montauk Yacht Club, NY



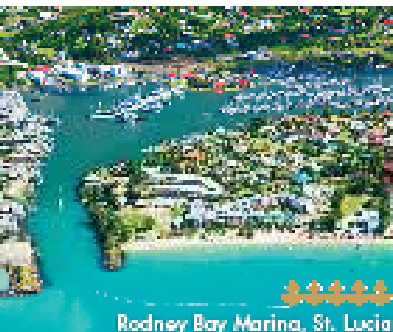
Yacht Haven Grande, St. Thomas



Newport Yacht Club & Marina, NJ



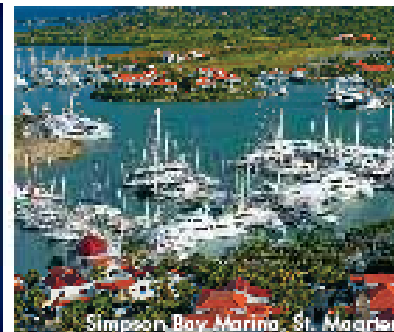
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