

JUNE/JULY 2020

COMPASS



Tips for Moving
Forward into
a Successful
Summer Season

Pg. 6

Cruising the
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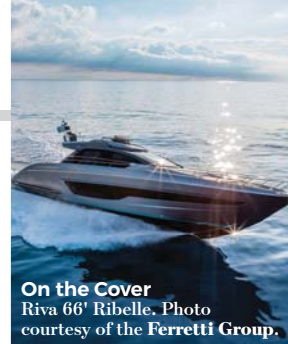
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Correction: Mike Seaman took the photo of the sportfishing boat that appeared on p. 24 of Compass' April/May 2020 issue, not Jim Raycroft as attributed.



On the Cover
Riva 66' Ribelle, Photo courtesy of the Ferretti Group.



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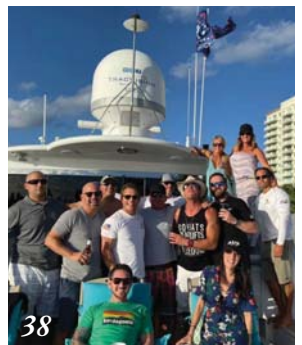
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June 3

IYBA Charter Open House: 12 pm – 6 pm
Bahia Mar Yachting Center,
Fort Lauderdale
Free to members; \$20 for non-members

June 18

IYBA Brokers Open House: 9 am – 12 pm
Bahia Mar Yachting Center,
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Free to members; \$20 for non-members

Wednesday Webinars

IYBA has launched a new series of webinars to help our members improve their business. Please visit www.IYBA.org and click on the "Events" tab for more information.

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FROM THE HELM

by **Paul Flannery**, IYBA Executive Director

KUDOS TO THE YACHTING INDUSTRY FOR YOUR INGENUITY, INNOVATION AND RESILIENCE

I ran boats professionally for several years before becoming a yacht broker and had the dubious honor of running in some heavy seas, but this is ridiculous! We need a Seakeeper stabilizer for our industry, some Quantums for our country, and I don't know what for our world!! It's May of 2020 and "Even Keel" is no longer a part of the vernacular...

We are all living in a different reality than we were experiencing at my last writing, a mere 60 days ago. Remote work environments, masks and gloves, social distancing, stories of loss, isolation...and...better connection with family, appreciating the small things in life, a renewed emphasis on better health, spending more time outdoors, focusing on efficiency in our businesses, increasing our market share in our particular specialty, finding safer and more responsible ways of interacting with our clients and colleagues.

Even *Compass* magazine has a new paradigm in which to exist at this time. We chose to bring it to you in a digital-only format this issue, due to the number of people who are still not working in person at the locations we have listed as your mailing addresses. Fear not, it will be back to adorn your coffee table in the lobby (or the magazine rack in the head) just as soon as the world gets back to some semblance of "normal".

Re-inventing yourselves

This is a difficult time for us all without exception. Whether your business has suffered or you have experienced loss or tragedy in your family, one of the most endearing qualities I see amongst the marine professional community and our membership in particular is RESILIENCE. I have never met a scrappier group of people, able to re-invent themselves at a moment's notice, more self-aware and able to take life's challenges as they come.

Congratulations to you, one and all!

Reports from leaders in the yacht sales industry reflect what most of you are experiencing. While there are more physical obstacles in transacting our deals, there is no shortage of desire to go boating. It is often said that there is no better social-distancing family activity that spending time on a boat, and many people are applying that mindset to their new reality.

In the up-to-\$1 million category, sales are brisk and inventory levels are low due to decreased production capability. In the \$1MM-to-\$4MM category, activity is not as brisk but there is continued movement. In the \$5MM-and-above sector, activity remains strong and deals are being made. Obviously, the logistical challenges are throwing bumps in the road to closing, but generally the desire is there and where there's a will, there's a way. One of our major survey companies has reported that pre-COVID-19 they were conducting 35 to 40 surveys per week and they went down to 8 to 9 for a few weeks, but are now back at 30+ per week. It has taken time and ingenuity to figure out how to make things work but adapting to new and changing regulations is working.

Connecting with clients

It saddens me greatly to see that Informa and the Marine Industries Association of Palm Beach County were forced to cancel the live

Palm Beach International Boat Show. Physical boat shows are an incredibly important component of connecting with our client base, but also a very useful networking tool that we

In the up-to-\$1 million category, sales are brisk and inventory levels are low due to decreased production capability.

all feel a sense of loss over. However, as we have all seen, the pandemic has given rise to several versions of what is labeled the Virtual Boat Show experience. It is interesting to see how companies in our industry ranging from brokerage firms to publishing companies to boat show managers have approached this challenge. I am hopeful that the drivers of the "connection" business will seek and heed the advice of people who can help to deliver an interesting, engaging and luxurious online experiences to enhance what we will come to know as a "new normal" in the boat show world. There will never be a substitute for the physical experience of a boat show event, but I suspect that we will see some delivery methods that will enhance the consumer experience and drive even more people to what we know to be the best leisure time activity on the planet, BOATING.

That's all the news that's fit to print so, get BACK out there and sell something, will ya....

Cheers,

Paul

Paul Flannery



LIVE AND LEARN: LESSONS FROM THE CORONAVIRUS PANDEMIC

While no one would wish the COVID-19 pandemic on the world, for Henry Smith, it has had a serendipitous side effect.

"I'd been sending these emails for the past four years. Nobody was reading them," says Smith, a sales broker with Cecil Wright. "Now, they're all asking for more."

Smith's emails promoted 3D boat tours, a technology he had started using aboard superyachts after seeing a U.S. Realtor use it for digital home tours – and which had helped him, even before the pandemic, to sell two Feadships and one WallyPower. The 3D tours were so realistic that the clients either never stepped foot onboard at all or only saw the yacht in person during the sea trial before the sales were completed. Before the pandemic, for many brokers, this technology seemed too much of a hassle to consider. But since the COVID-19 crisis began, views of the 3D tours have increased fivefold on Cecil Wright's website.

As of late April, Smith was hosting digital "open days" onboard his brokerage listings, giving tours for as many as 40 brokers at a time. He'd start aft and work his way around each deck, showing off the yacht's many features and details just as he would in person. The images he displays of the boat are not renderings or CAD drawings. He takes the "camera" onboard (it's a machine the size of a backpack with multiple lenses and an infrared laser) and repositions it about 500 times throughout a 70-meter vessel to show different angles and give you a true 3D experience that can even be viewed through virtual-reality goggles.

This is technology that, Smith says, he will keep using to market and sell yachts long after the COVID-19 crisis ends. "We will continue with this," he says. "It's the most powerful technology you can have for marketing yachts. No brochure can show you all of these angles."

New ways to build client relationships

Smith is far from alone in finding new (or newly successful) ways of doing business during the COVID-19 pandemic, and in thinking about how to incorporate those discoveries into his business going forward. Charter and sales brokers alike say that everything from Zoom video calls to webinars to Facebook Live meetings with clients are now becoming standard operating procedure.

While at first, they were using many of these techniques out of necessity to take the place of what used to be in-person work, brokers have been learning that at-a-distance marketing and sales actually can have unique benefits.

"We've had Skype for so long, I don't know why, all of the sudden, it's as if we got some amazing new technology," says Daphne D'Offay, charter manager at Ocean Independence and head of the IYBA Charter Professionals Committee. "It's not new. What

"Dollhouse" graphics of a 62-meter Feadship used by Henry Smith of Cecil Wright to take viewers on an in-depth digital tour of the yacht.



happened is that we got forced to use it."

D'Offay has seen a surprising number of potential charter clients willing to hop on a Zoom video call, when in the past, it would have been just a phone call. The video calls, she says, are letting her make a deeper, more personal connection with clients.

"They've either had to or been invited into so many more video calls, they're seeing the benefits," she says. "When you're doing a proposal, it's like an interview, so there's sincerity. A lot of determining sincerity is facial expressions."

Even when the technology has glitches, she says, being able to see the client's face, and vice versa, really helps. One client, after a video call that kept going on the fritz, asked to transition to telephone – and

told her something she doesn't often hear in a first phone call.

"He said to me, on the video conference, that

"We've had Skype for so long, I don't know why, all of the sudden, it's as if we got some amazing new technology."



26 North Yachts created a webinar series, with one program each week focusing on topics for buyers, sellers and owners

COFFEE IS FOR CLOSERS

I was sincere,” she says. “He said he’d gotten a feeling about me as a person and my sincerity.”

Amy Wachmann, a charter broker with Northrop & Johnson and co-chair of the IYBA Retail Charter Committee, says she’s had similar experiences with new clients.

“It’s not me talking to him on the phone at his desk in his office,” she says. “I’m in his home. I can see the photos of his family on his desk. He’s seeing me, what I’m wearing. It’s just a whole new way of creating better connections and relationships. For me, moving forward, this is what I’m going to try to get everyone to do.”

Other charter and brokerage firms are using webinars to build and maintain client relationships. Aqua Expeditions, which operates

environment,” Denison says. “It’s good for them to see the owner of the company, to see my demeanor, to see me there willing to answer any question from anybody.”

Denison’s team also is doing digital training for things like how to engage with clients via Zoom – making sure everyone knows best practices for camera placement, lighting, audio, custom backgrounds, screen shares and more. And Denison sales brokers are doing boat showings for clients using Facebook Live, allowing the client to tune in online and ask questions in real time while the broker is on board a boat with the camera.

“We have a whole protocol set up,” Denison says. “The whole boat has been cleaned, and the captain is off the boat. The broker gets there with his mask and gloves, and he can engage with the client on Facetime by himself. When he’s done, he texts the captain, and the captain goes back on board.”

All of these tools, he says, are likely to remain part of the Denison Yachting routine even after the pandemic has subsided.

“You have clients who can’t get here now because of COVID-19; in the future, it may be they just don’t want to spend the time and money to come down here,” he says. “We need to make this easy for them to do from afar, so I think these lessons they’re learning will really stick.”

Changing the way we do business

Other lessons being learned right now are likely to shape the details of how business deals get done for months or years to come. As just one example, D’Offay says, the charter industry has had to move to using contract addendums covering all kinds of rebooking, refund and cancellation possibilities, with clients concerned about

COVID-19 hotspots that may pop up during future charter dates. Those kinds of challenges affect the amount of work a charter broker must do in order

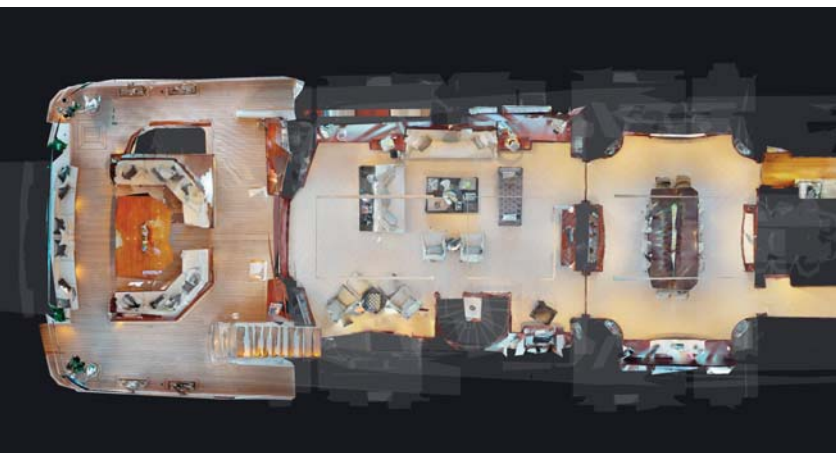
to ensure that a charter actually takes place, and may ultimately change the structure of how brokers get paid.

Similarly, Ami Ira, president of Bluewater USA in Fort Lauderdale, says that requesting and exchanging health information – and even fluids such as blood and saliva – may become a standard part of the charter-booking process for at least a few years. Bluewater Yachting, on April 22, sent out an industry-only email announcing that it had boxes of COVID-19 test kits, with 25 tests per box, approved for use by the European Commission in that part of the world. Bluewater sold 28 boxes in just a few hours, at €1,000 per box, to charter and sales brokers, crew and yacht owners.

“Before you get on the boat, we’ll make sure you’re clean to make sure you’re safe, and the crew will do a test to prove to you that they’re safe,” Ira says. “It’s not just about getting back to business. Some of the calls were private boats. It’s also about ensuring the crew’s safety for the owner and his guests.”

Overall, brokers say, countless things that seemed foreign to so many people just a few weeks ago are becoming commonplace, and fast. The new normal may feel frustrating or discombobulating at first, but in some ways, it is opening people’s minds to additional ways of doing business now and for a long time to come.

“I think it’s going to become habitual, where you’re used to seeing each other when you talk,” Wachmann says. “With the Zoom, making those connections interpersonal, it’s better and stronger. It’s creating better relationships, and having that will make our business better.”



charter yachts in exotic locales such as the Mekong Delta and Indonesia, kicked off an online master class series in early April, featuring chefs from the yachts.

Similarly, the brokerage firm 26 North Yachts in Fort Lauderdale created a webinar series, with one program each week focusing on topics for buyers, sellers and owners. The first half-hour program drew about a dozen attendees. Going into week four, there were 100 people at a time signing up—positioning the firm as a thought leader ahead of the economy’s restart.

“We believe that the majority of people who were in a position to buy are not so heavily invested in the stock market that they’re no longer in a position to buy,” says Staci Love, marketing director for 26 North Yachts. “They have longer-term investments that haven’t been affected yet. We think there are buyers out there, and right now, they’re watching. That’s why our webinar series is important. We want them to know that we know what we’re talking about.”

Improving in-office communication

Some firms are using technology to improve in-office communication, too. Bob Denison, who heads up Denison Yachting, has created a daily GoToMeeting video call for his staff at 4:15 p.m. He leads each call, updates the team on how things are going, and answers staffers’ questions – all in an effort to keep people focused on the job.

“It’s really tough because you can get sucked into this barrage of bad news coming at you from whatever your favorite news channel is, but specific to making a living in the marine industry, we need to stay focused on our data points and on taking care of our clients in a weird

We think there are buyers out there, and right now, they’re watching.

SURVIVAL TIPS FROM OUR CLIENTS FOR MANAGING AN ECONOMIC DOWNTURN

During periods of economic decline, small businesses and entrepreneurs are most likely to bear the brunt. However, it is possible for resourceful business owners to outsmart their larger competitors who carry on business as usual or are unable to adapt as quickly.

When I sat down to draft a realistic and helpful column on how a small business can survive COVID-19, I thought who better to get advice from than our yacht-owning clients, considering that many of these individuals help make the world's economy peak or crest.

I was told that a small business must be, "aggressive, but realistic, and yet imaginative."

What?

Well, innovative small businesses can survive a downturn and come out gaining market share by implementing these survival tips.

- 1. Cash is king.** The overwhelming recommendation is to maintain a strong cash stream throughout the downturn. Do that by being leaner, more cost-effective and having a more efficient operation.

If you are selling a product, like new boats, watch your inventories carefully, but don't hold them down so tight that you'll lose sales.

During a slowdown, there is an imbalance between slumping sales and bloated inventories. Don't be saddled with last year's inventory that ties up your cash flow. Make less profit

to move old inventory, even if you just break even.

Monitor your cash flow very diligently. Forecast it monthly to ensure that expenses and planned expenditures are in line with accounts receivable. Negotiate with creditors, lenders and landlords for better prices or short-term reductions. Try to consider trading goods and services on a barter exchange for credits instead of for cash.

See if there are discounts for prompt payment. Talk to creditors before the bills are past due to persuade them to extend payments of your current bills. Look for opportunities to reduce rented space by possibly subletting that space. Cut out the "nice to do" from the "have to do" and eliminate nonessential expenses as much as possible.

- 2. Customers are key.** Remain close to all customers. Call them to see how they are getting on during the pandemic, which could also lead to new opportunities. When sales are down, keeping in touch with clients becomes vital to head off eager competitors. Now is the time to be prudently aggressive in the marketplace. Actively seek out new business and add a top broker or two to give you an edge over competition.

- 3. Accounts receivable.** Get aggressive with collections. When business is good, companies tend to become lazy about collecting on receivables. This will be fatal in a depression. Strengthen your banking relationships, which includes letting lenders know the company's financial position. Most of our clients agree that seeking additional credit during a recession is not advisable.

- 4. Customer service.** Don't skimp on service and quality by being understaffed. Think about freelancers and part-time employees. One advantage of a slowdown is that hiring gets easier because there are more candidates. The importance of good service cannot be overstressed, especially as your client's buying power or willingness to spend is lessened during tough economic times. Prospective clients will move on to your competitor if their time perception is strained.

- 5. Marketing and advertising.** Don't feed the urge to reduce advertising and promotional expenditures rather than slash fixed costs during hard times. Companies that maintain or increase ad outlays during slowdowns can wind up outselling rivals who cut back.

- 6. Empower employees.** Get employees involved in office choices, tactics and implementation. For example, can your employees

cut 15 percent off your business costs without layoffs? If layoffs or a reduction in work hours are unavoidable, let employees take a lead role in designing what that

looks like. Shortened hours, job reassignments and other alternatives may surface. Meet with staff regularly to exchange ideas on boosting productivity and other issues. Employees need to feel they are important to your company.

"Do what I tell you" management styles need to be replaced. Small businesses whose leaders are "the whole show" should encourage employees to share their survival recommendations instead of just following orders.

In conclusion

While economic downturns are difficult and increase the obstacles that small businesses face in trying to survive, let alone grow, it is not always necessary for companies to slash earnings and compress market share. That happens to firms that take too long to realize what must be done or just resist change. Successful entrepreneurs capture opportunities and take steps during today's hard times to lay the groundwork for tomorrow's prosperity.

Danielle Butler is managing partner of Luxury Law Group. For more information, email dbutler@luxurylawgroup.com.

Companies that maintain or increase ad outlays during slowdowns can wind up outselling rivals who cut back.

by Courtney Chalmers, Boats Group

BOATING A “BRIGHT SPOT” FOR SUMMER OF SOCIAL DISTANCING

As a “socially safe” activity during this time of social distancing, boating is growing in demand. New data from Boats Group showing *Boat Trader* and *YachtWorld* marketplace activity soaring in April demonstrated that water lovers have grown tired of “streaming” their way through today’s remote lifestyle. Boaters began to crave this year’s boating season more than ever after the declared global pandemic in March and were quick to turn their attention to browsing for boats and dreaming of better days on the water in April. Similarly, people who were previously on the fence about owning a boat are now showing strong interest as summer concerts, sporting events and travel plans have been canceled.

In fact, more people are actively looking for boats now than a year ago. April traffic (+26% YoY) more closely resembled midsummer

volume than spring. As water access and marinas across the country are reopening, leads across all regions and classes are increasing.

Strong lead growth

A closer look at that demand shows boats under 30 feet currently are receiving the heaviest volume of leads. Pontoon (+149% YoY), ski/wake (+100% YoY) and freshwater fishing boats (+94% YoY) are generating the most interest. A view regionally shows that the Southwest, Plains and Gulf Coast areas are among the strongest in lead conversion.

Given the strong lead growth across the entire U.S. (+76% YoY), it is clear that many people will turn to boating for their social-distancing activity. As pent-up demand continues to grow in the coming months, dealers and brokers should focus on nurturing prospects and building their pipeline.

To provide additional support to our industry partners as demand accelerates, *Boat Trader* and *YachtWorld* have added new features to their marketplaces to help dealers and brokers merchandise their virtual and delivery services to make way for more sales.

Boating appears to offer people a silver lining to an unprecedented reality. More and more people are eager to get outside, enjoy time with family and friends (at a safe distance) and get on the water. What better way to do that than with a boat!

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IMPACT OF COVID-19 ON AIRCRAFT VALUES AND MARKET TRENDS

As in the yachting world, the middle of March ushered in a wave of uncertainty for the business aviation industry. At no time in recent history has such economic prosperity evaporated in such short order, and to an unseen enemy no less. Certainly, there are parallels to previous economic downturns, such as in the wake of the September 11, 2001, attacks and the Great Recession of 2008. But, the overall sentiment of the future of business aviation is overwhelmingly positive.

9/11 and 2008 Recession vs. today

September 11, 2001, saw the worst terrorist attacks on our country in history. Both commercial and business aircraft were suddenly grounded, a war was beginning overseas, and markets took a beating on the uncertainty of a wave of future threats both at home and abroad. Tantamount to this was the dot-com bubble abruptly bursting, which exacerbated the closure of corporate flight departments and the selloff of hundreds of aircraft owned by high-net-worth individuals. It wouldn't be until 2005 that business aviation finally recovered fully.

The Great Recession of 2008 saw a "them vs. us" mentality in the business aircraft industry. Executives flying privately to lobby Congress for bailouts were vilified by Congress, becoming the poster children for corporate excess on nightly newscasts. The drop in corporate profits and personal wealth, and the crash of the stock market sent aircraft values plummeting. Desperate aircraft owners dropped asking prices to historically low levels, vying for the precious few buyers with the need for a business aircraft. It was a race to the bottom. Aircraft values would not stabilize until eight years later, in 2016.

Today, the perception both of aircraft values and the future of business aviation are markedly different. Most aircraft owners are taking a "wait-and-see" approach on whether to hold onto their aircraft or to sell, learning from the overwrought attitude of previous downturns. Why discount a perfectly good asset and business tool if there are few buyers?

There will be individuals and businesses that will choose to sell aircraft or streamline flight departments as is the norm during periods of economic uncertainty. We still do not know the long-term impact

The Embraer Phenom 300 light jet can be flown with a single pilot, has a 1,400+ nautical mile range and is extremely efficient.



this will have on our economy. However, many industry experts believe that more travelers will eschew commercial airlines and turn toward business aircraft for their travel needs than ever before.

Short-term prospects

Given the uncertainty surrounding how and when states and countries will "open up", and absent an approved and readily available vaccine to put COVID-19 in the rear-view mirror, weary travelers will opt for safer means of transportation in the coming months. This will mean driving to summer vacations or canceling them altogether for many. For those willing to fly, expect to see a rise in airfare as commercial airlines limit seating capacity.

I also would expect a rise in charter flight activity, most notably for domestic destinations, in the summer months. Given the backdrop of perceived health risks of flying commercially combined with fuel prices at historic lows and commercial airfares set to soar, the shrinking price gap between airline flying and private flying will prove attractive to individuals and families looking to get away this summer.

Regarding business aircraft, there has been a slight uptick in the volume of aircraft for sale over the past two months. Much of this can be attributed to longer-than-average closing times for aircraft sales that already were in process. I believe we will continue to see the volume of aircraft transactions slow as we transition into the usually quiet months of the summer, fueled by few aircraft buyers having been brought into the market while the world grappled with shutdowns and the onset of COVID-19.

Most experts forecast that travelers will curtail international travel

until a vaccine comes on the market. Currently, domestic air travel is operating at around 20 percent of pre-COVID-19 levels. However, industry studies project that domestic air travel will return to around 75 percent of pre-COVID-19 levels by the end of 2020, with a decided growth in business aircraft use. Expect to see transactions in the light-jet

than get on Southwest Airlines with 140 other people, a small business owner in Tampa needing to travel around the southeast U.S. will consider buying a small aircraft for the first time ever.

On the single-engine Cirrus SR-22, a four-seat high-performance aircraft, a Tampa-to-Fort Lauderdale flight can be accomplished in under an hour. Any aircraft large or small can be a useful tool for a business. While the initial reason for buying an aircraft may have more to do with the health risk of airline flying, once business owners become accustomed to the flexibility and time-savings of private aircraft travel, most will retain the aircraft as a necessity to their business.

Some conclusions

As an aircraft brokerage and management firm, at South Aviation Group we are continuing to exercise our aircraft regularly. Like boats, aircraft do not like to sit on the ground for long periods of time. They need to fly – to get up into that cold, dry air where they belong. If nothing else, it affords us pilots an escape from daily quarantine life.

As a sense of normalcy slowly begins to return to our daily lives, so will the need for travel. The airline industry will take two to four years to fully recover from this pandemic-driven downturn. But I am confident that business aviation will see a sharper bounce-back because of the overall anxiety of traveling long distances by virtually any other means.

Certainly, in the short term, but likely for several years, airlines will need to adapt to social-distancing requirements, either by law or by public outcry. The private aviation community requires very little adaptation because each aircraft is at its core a sterile environment. Yes, interior disinfecting will become more robust and commonplace by charter operators. But the bulk of aircraft owners will have the same pilots flying the aircraft and the same people in the cabin for most flights.

The need for business aircraft, and the willingness of aircraft owners to take a cautious approach during this period of uncertainty is borne by the fact that

aircraft inventories were relatively flat over the past two months. There has been no measurable price decrease on aircraft for sale. I am confident that once our country begins to reopen and starts regaining some normalcy, more individuals and businesses than ever before will consider chartering or buying an aircraft.

Steve Climie is a licensed commercial pilot and president of South Aviation Group, an aircraft brokerage and management firm based at Fort Lauderdale-Hollywood International Airport in Fort Lauderdale, Florida. For information on aircraft currently for sale or with questions about business aviation, feel free to contact South Aviation Group anytime at 203-915-7622, or visit www.southaviation.com.



The Phenom 300 typically seats six passengers.

segment, such as the Embraer Phenom 300, and midsize jet segment, such as the Cessna Citation XLS+, accelerate in the Q3 and Q4 2020 as businesses and individuals weigh the need to travel with the safest and most economically feasible ways of doing so.

Long-term prospects

Looking forward into 2021 and surmising that a vaccine will be forthcoming, expect to see international air travel slowly start to rebound. While it would be surprising to see charter activity reach pre-COVID-19 levels for

at least two years, the real winners should be individuals and businesses who will look to purchase long-range aircraft manufactured in the past 10 to 20 years. Aircraft such as the Gulfstream IV and Gulfstream V and Bombardier Global Express should provide excellent value to buyers since most of the devaluation of these aircraft has already occurred.

Some of these buyers will be first-time aircraft owners who in a post-COVID-19 world, can afford to shield themselves from whatever pandemic comes next by flying on business aircraft. Others will be business owners looking to upgrade to an aircraft that can fit their entire executive team while allowing the flexibility to change itineraries at a moment's notice.

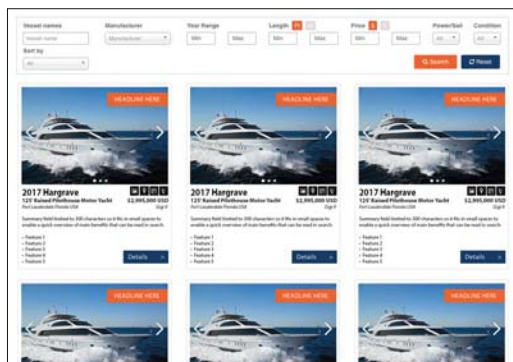
But the real takeaway is of the long-term need for business aircraft, for the role they assume and the tool they become for a business. Rather

...more travelers will eschew commercial airlines and turn toward business aircraft for their travel needs than ever before.

MORE TIPS & TRICKS FOR USING THE IYBA.PRO MLS TO ENHANCE YOUR BUSINESS

TIP 1: How to save a *boatload* of money and dramatically improve your website's yacht search features!

Utilizing the IYBA.Pro MLS, your shared, industry-owned member listing service, gives you complete control of your data simply for participating. As a **free service for professional yacht brokers**, IYBA.Pro lets you distribute your data wherever you wish, without obstruction from payment gateways, strict service agreements, or other factors



designed to profit from our collective industry data.

With IYBA.Pro, you will **save thousands of dollars** while simultaneously being able to take advantage of the most advanced MLS features available to improve your website's efficiency and enhance your listing presentations. To get started, just follow these easy steps:

1. Visit <https://iyba.org/sign-up> to **join IYBA.Pro for free!**
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4. Enter your vessel listings
5. Use your data feeds to display your listings and company information on your website
6. You also can use our free source code to quickly enable yacht search and crew pages in your website.

Why do this? Using the IYBA.Pro MLS to feed your website provides numerous benefits, including:

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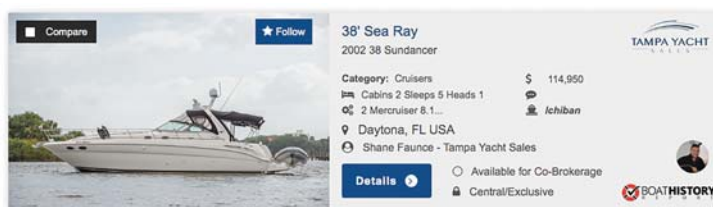
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Would you like to provide your buyers with **quick and easy access to reports from Boat History Report®** directly from your listing's detail page on IYBA.org and on any other website – including yours?

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3. Edit each office location by adding a custom field, paste your BHR tokens in the IYBA format, and save
4. Make sure the HIN field is filled in for each vessel listing
5. View your listings on iyba.org/yacht-search and watch the BHR button appear!

If you would like the source code to add this to your own website, please let us know by emailing support@iyba.pro. You also can watch a quick video tutorial on these instructions on iyba.org under the “News” tab.



Yacht listing with Boat History Report button

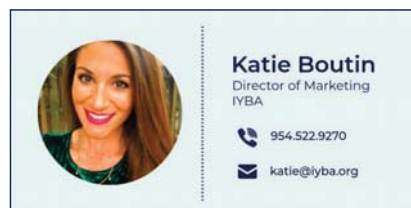
TRICK: Did you know that you can easily integrate your preferred CRM system forms into any website using your IYBA.Pro MLS?

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4. Now, anyone completing this form will be interacting directly with your own CRM platform.

In addition to your CRM, you also can integrate other third-party programs with your IYBA.Pro MLS such as analytics platforms, email responder systems, video chat and text programs, and more. Essentially, IYBA.Pro is designed to be your one-stop-shop for listing management.

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VIRTUAL BOAT SHOWS MAY BE THE “NEW NORMAL”, BUT PLANS FOR A LIVE 2021 MIAMI YACHT SHOW ARE UNDER WAY

The typical “boat show” as we know it has changed for the time being. Even before COVID-19, some yachting industry firms had started experimenting with the “virtual boat show” format. MarineMax launched its first online event, the “Virtual Yacht Expo”, back in 2018 as a way to connect its boats and customers across the country.

Since the pandemic brought physical boat shows to an abrupt halt and quarantined boaters at home, many more companies have brought their own “virtual boat shows” to the web. Denison Yacht Sales, for example, held a series of every-other-Friday shows in May, combining video yacht walk-throughs with live-stream sessions led by industry experts. While company President Bob Denison reported receiving some offers on yachts displayed on the show, he said, “It’s not necessarily [about] converting a sale that day – it’s nurturing the relationship.”

Several media groups tapped their creative content to bring viewers an online experience that included engaging reviews of boats, gear, and the yachting lifestyle. Boat International Media, for example, took “show-goers” onboard some of the world’s largest superyachts, including the late Paul Allen’s 414-foot *Octopus*. “We see this as whetting the appetite of...superyacht owners, potential owners and charter customers,” said company Co-CEO Toby Moore.

When COVID-19 restrictions forced cancellation of the Palm Beach International Boat Show in March, show manager Informa Markets launched an online version in May that was promoted in the local news media. The show included a section called “The Docks” with “virtual booths” for new boat and accessories manufacturers and brokerages. “It was important for us to keep this iconic boat show alive and provide a platform for our exhibitors and audience to engage,” said Andrew Doole, President of Informa Markets U.S. Boat Shows. “The response to the first-ever Virtual Palm Beach International Boat Show has been tremendous and far exceeded our expectations.”

Live boat shows are crucial

While the virtual boat show offerings are keeping the connection alive between boaters and the industry, there is no substitute for the real thing. “About a third of MarineMax’s customers have attended a boat show,” said Chief Revenue Officer Chuck Cashman during a recent IYBA Wednesday Webinar. “It’s crucial.”

With that in mind, IYBA’s Boat Show Committee and

Informa have been collaborating on reimagining the Miami Yacht Show for 2021 – live.

While the 2019 and 2020 shows both included significant upgrades, it is well understood there is opportunity for further improvement and we are committed to making those changes. In sharp focus is the physical feel of the boat show, its presentation as a luxury experience and its flow. Please keep in mind that it typically takes longer than a single year to achieve our desired results.

Another priority item is developing an improved marketing strategy that not only conveys the myriad of good reasons to come to Miami in February if you are a boater, but also develops connectivity with people who don’t even know yet that this is their new recreational pastime.

Wealth-X research indicates that there are 353,550 individuals worldwide with a net worth in excess of \$30MM (UHNWI) and 22.4 million individuals with a net worth between \$1MM and \$30MM. That leaves a lot of opportunity. We are committed to increasing the show’s

market penetration and helping more people enjoy the boating experience.

Some potential exhibitors stated they would forego the opportunity

to display at the 2020 Miami Yacht Show and participate in the Palm Beach show instead. As it turns out, that appears to have been a bad decision. You can never predict what may be just around the corner – in this instance, a worldwide pandemic that eliminated one of the three best opportunities to connect with boat buyers in the United States.

All of that having been said, we need your help in supporting next year’s Miami Yacht Show. We will develop marketing collateral to pass on to your database that extols the benefits and richness of a reimagined show, and we are committed to bringing a new and fresh audience for your products.

Help us help you.

Another priority item is developing an improved marketing strategy.

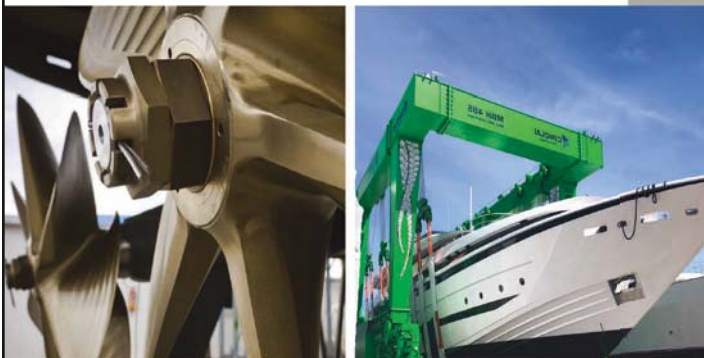


2020 Miami Yacht Show

Photo by Forest Johnson

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Savannah Yacht Center (SYC) is uniquely situated on the Savannah River just west of the Talmadge Memorial Bridge in downtown Savannah, Georgia. Not only does this 15-acre, deep-water facility offer service, refit and repair for yachts and superyachts, but it also is located just minutes from the genteel southern city's Historic District.



“With all Savannah has to offer, SYC is in an ideal location – 22 historic squares, enchanting live oak trees, and plenty of fantastic places to dine,” said Christina Millar, SYC concierge. “We are only three miles from the heart of downtown, 20 minutes to Tybee Island, and 40 minutes to Hilton Head, South Carolina. You can tour downtown in the morning, play golf in the afternoon, and then head to the beach for cocktails and dinner by sunset. There is absolutely no shortage of activities here and truly something for everyone.”

Long list of services

While owners and crew are enjoying everything that Savannah and environs have to offer, such as strolling along the riverfront, following in the footsteps of the famous local murderer depicted in *Midnight in the Garden of Good and Evil*, or sampling savory Low-Country fare at Paula Deen's The Lady & Sons and a wide variety of other noted restaurants, SYC's skilled workforce will be tending to their yacht's needs. The yard's long list of available services includes:

- Yacht refinishing (Pinmar Paint Support Facility)
- Electrical
- Fabrication
- Fueling
- Joinery
- Mechanical
- Piping.

SYC's main channel draft is 40 feet. The yard offers up to 1,200 feet of floating dock space, with 400-amp shore power, providing good access for fueling and crane operations. It has two tugs on property for haul-outs – one of which has the claim to fame of pulling Air Force One. It has been revamped and is in pristine condition.

One of the SYC's main drawing cards is its graving dock, which dates back to the mid-1940s. U.S. Navy-certified, it is 475 feet in length, with a 70-foot beam, 24-foot draft and 15,000-long ton capacity. It holds 7 million gallons of water and can pump out 36,000 gallons per minute. Draining the graving dock from full to empty only takes about 1.5 hours.

One of the SYC's main drawing cards is its graving dock, which is 475 feet in length.

The Syncro Lift/shiplift and rail transfer system can accommodate up to 3,240 gross tons. It holds vessels up to 262 feet in length, with a 57-foot platform beam and 20-foot maximum draft. The shiplift can



Fast Facts: Georgia's \$35,000 Sales Tax Cap

Notes on State of Georgia sales taxes related to yacht maintenance, refit, or repair for material and rental costs in excess of \$500,000.

1. Georgia does not apply sales and use taxes to Repair and Refit Services (Labor) provided charges are itemized separately between labor and taxable material and rentals. Official Code of Georgia Annotated (OCGA) §48-8-3.23.
2. Georgia requires a 7% state and local tax be applied to all material and equipment rentals sold at the Savannah Yacht Center (SYC) yard for a maintenance, refit, or repair.
3. A special provision of the OCGA § 48-8-3.4 established a maximum of \$35,000 to be imposed and collected during any single visit to the SYC Yard. This provision applies only to maintenance, refit, or repair materials and rentals and would not apply to ordinary operating materials and supplies such as fuel.
4. SYC will itemize all taxable items sold to a Boat/Management Company and will collect sales taxes only up to the \$35,000 cap. The Boat or Management Company is free to request and encouraged to have SYC acquire any material or rentals needed so that a maximum of \$35,000 can be reached and sales taxes exempted on all remaining purchases. Any purchases made/sales taxes paid by the Boat or Management Company directly and not through SYC cannot be considered in reaching the \$35,000 threshold for exempting remaining sales taxes by SYC.
5. To ensure that materials and rentals are exempt to the largest degree possible, SYC should be requested to procure all required material and rentals (especially larger-dollar value items).

—Savannah Yacht Center

accommodate up to six yachts at any one time.

Beyond the Warehouse and Pipe Shop, which are original to the property, newer additions to the SYC campus include dry storage units and a main office building with two wings – modern office space on the right, and a “Captain and Crew” area on the left, providing crew with an area to spend leisure time after working on or off the yacht. The crew wing has a full fitness center with showers and a lounge with pool table and large flatscreen TV with ESPN+ streaming service. SYC also features a full-service, bistro-style restaurant and

bar open seven days a week for breakfast, lunch and dinner. Concierge services are available to help you arrange a wide range of fascinating and fun activities in Savannah and throughout the region.

For more information, please visit www.savannabyc.com.

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HELPING YOUR CUSTOMERS TO PROTECT AGAINST COOLING SYSTEM AND A/C FAILURES

Barnacles don't just live on a boat's hull, they make their way into the raw-water system where they clog pipes and wreak havoc on air conditioners, refrigeration and other equipment that depend on this water for cooling.

"CLEARLINE by ElectroSea solves an age-old problem for boaters," said Daniel L. Cosentino, ElectroSea CEO and president.

Typically, owners and captains frequently have to remove barnacles and marine growth from the boat's raw-water circuit to ensure that air-conditioners, chillers and hydraulics are running efficiently. These systems require continuous seawater flow, and if marine growth clogs the pipes that feed this equipment, they will shut down. Blockages caused by barnacles and mussels can result in air conditioner overheating, high-pressure alarms, and system failure at the worst possible time. This is something that is often overlooked, until it's too late.

Who do you think your customer will call when the air conditioner "breaks" on their boat? That's right...it's probably you...the broker.

Downside to descaling

"Before CLEARLINE, treatment methods for marine growth in raw-water pipes were reactionary instead of preventive," said Cosentino. Without CLEARLINE, once the crew receives a high-pressure alert or system failure, they'll need to descale the boat's raw-water plumbing by flushing the conduits, usually with an acid. Just like with your health, however...it's best to take preventative action instead of being reactive.

Another disadvantage to reactive descaling is that it allows marine growth to manifest in the plumbing. Without disassembling manifolds and fittings, there is no way to tell how much growth has accumulated in the pipes. So, most of the time, the crew won't descale until they've received a high-pressure alert or experience a system failure. Even then, when the systems are disassembled and the marine growth breaks apart, it has to go somewhere...and you can only hope it makes its way to a

bucket or tank and does not get stuck somewhere in the cooling system, causing an even worse problem.

How CLEARLINE works

The engineers at ElectroSea harnessed the proven power of chlorine (sodium hypochlorite). It is a well-tested, safe technology with a long history of worldwide industrial applications as a disinfectant in drinking water, cooling towers, and desalination plants.

CLEARLINE uses the sodium from saltwater and electricity to produce a consistent, precise amount of chlorine based on a vessel's flow rate. This chlorine circulates through raw-water plumbing, making it an uninhabitable environment for marine growth. The continuous, low level of chlorine is a proven anti-fouling treatment that controls the

growth of a range of marine organisms including barnacles and biofilms.

The patent-pending CLEARLINE system includes two key components: the CLEARLINE Control Unit, which is the brain, and ClearCell electrochlorinator, which is the heart of the system.

The CLEARLINE Control Unit works in concert with the ClearCell to

deliver a precise, low level of chlorine. The system provides real-time monitoring, dynamic chlorine adjustment based on seawater and cell conditions, and automatic pump switching if necessary. The Control Unit is intuitive and easy to use with a full LED display, status indicator lights, and audible alarm.

The ClearCell is a specialized seawater electrochlorinator made from a unique formula of rare earth metal oxides for long life. The ClearCell is installed

directly in the seawater intake circuit. Chlorinated water flows through the air conditioner, refrigeration, and other systems, and a secondary line runs back through the strainers.

CLEARLINE's low level of chlorine is compatible with titanium, copper nickel and other marine alloys. Further, this anti-fouling agent produces no heavy metal pollution (i.e. copper or lead). The ClearCell is easy to maintain, long-lasting and designed for the marine environment.

Dock talk

Old salts and early adopters alike report positive results using this new technology.



Final combined CLEARLINE Control Unit and ClearCell

Before CLEARLINE, treatment methods for marine growth in raw-water pipes were reactionary instead of preventive.



certified dealer inspecting the boat's raw-water system to determine the best location to plumb in the ClearCell and mount the Control Unit.

"Every boat is a little different," said Cabe Regnerus, ElectroSea senior field technician.

"The first thing we'll do is determine the optimal location for the ClearCell. We want to maintain the original flow characteristics of the vessel and have ClearCell as close to the

raw-water pump as possible." After plumbing the ClearCell into the raw-water system, the technician will mount the Control Unit and wire it to 12- or 24-volt DC power.

ElectroSea offers five CLEARLINE models based on seawater pump flow rate. The CLEARLINE CL-410 fits 1/4- to 1/2-inch pipe and up to 7 gpm (gallons per minute) and runs on 12 or 24 volts. The CLEARLINE CL-430 fits 5/8- to 1-inch pipe, up to 26 gpm, and runs on 12 or 24 volts. The CLEARLINE CL-990 fits 1 1/4- to 1 1/2-inch pipe and up to 50 gpm. The CLEARLINE CL-1000 also fits 1 1/4- to 1 1/2-inch pipe and up to 50 gpm, and includes dual-pump control and an inhibit feature that forces CLEARLINE into standby when running a reverse-osmosis water maker or live well. The CL-990 and 1000 models run on 24 volts. The CLEARLINE CL-2000 fits 2" pipe and up to 75 gpm for larger vessels.

The entire installation of the CLEARLINE System takes about a day and can be done with the boat in the water or out.

Global support network

ElectroSea continues to expand its CLEARLINE OEM and refit dealer network. The system has been installed on over 35 boat brands globally to date. "We are proud to be working with esteemed OEM brands and have been included in new builds with Catman Cats, F&S Yachts, Garlington, Hargrave Custom Yachts, Jarrett Bay, Jim Smith Sportfish, Marlow Yachts, Paul Mann Custom Boats, Princess Yachts Americas, Ricky Scarborough, Riviera Yachts, Viking Yachts, and Winter Custom Yachts," said Cosentino.

ElectroSea's CLEARLINE System also has been refit onto vessels from additional premier boat brands including: Custom Carolina, Dean Johnson, Hatteras, Horizon, Maritimo, Merritt, Navigator, Ocean Alexander, Riva, Sea Ray, Spencer, Symbol, Weaver, and Westport.

"With the new CLEARLINE System, the days of descaling raw-water conduits are over forever. Pumps will run at peak flow rates and the crew will incur less downtime caused by high-pressure and low-flow alarms due to clogged pipes," said Regnerus.

To find a refit dealer for your customer or inquire about new build installation, contact ElectroSea at info@electrosea.com or call 888-384-8881. Learn more at www.electrosea.com.

I can honestly say this will change how the industry thinks about descaling saltwater systems.

"Like clockwork, I would clean my A/C strainer every Tuesday for years until we installed the ElectroSea CLEARLINE System," says Capt. Harry Schaffer of the 66' Viking Sea Wolf. "Based in Jupiter, Florida, the water around our dock can get really warm, especially in summer, and the barnacles, sludge and sea critters would thrive in our A/C system. After installing the [CLEARLINE] System, I only check on my A/C Strainer about every five weeks. When I do check it, I hardly clean anything, no barnacles or gunk. I've had the system installed for six months now and can honestly say this will change how the industry thinks about descaling saltwater systems. I haven't had to call for air-conditioning service since we installed it. In my opinion, this is one of the best improvements to boating in recent years."

"Although I was skeptical at first, I have been thoroughly impressed with the performance of the ElectroSea [CLEARLINE] System," says Capt. James Brown of the 90' Jarrett Bay Jaruco. "Our systems are now constantly running at maximum efficiency and require far less maintenance."

"I have six air conditioners on my Maritimo M50 and what seems like miles of tubing," says the owner. "Descaling was required much too often, to say nothing of the ongoing costs. Had CLEARLINE installed several months ago and have not experience any growth issues since. Thank you, ElectroSea!"

Customized to each vessel

The CLEARLINE system is customized to each vessel's seawater intake demand and is recommended for vessels ranging from 25 to 200 feet. CLEARLINE can be installed on new builds or retrofitted into existing vessels. Retrofitting a boat with the CLEARLINE System is a simple process that involves an ElectroSea field technician or



Without **CLEARLINE**



With **CLEARLINE**

Actual Photos
from 72' Yacht

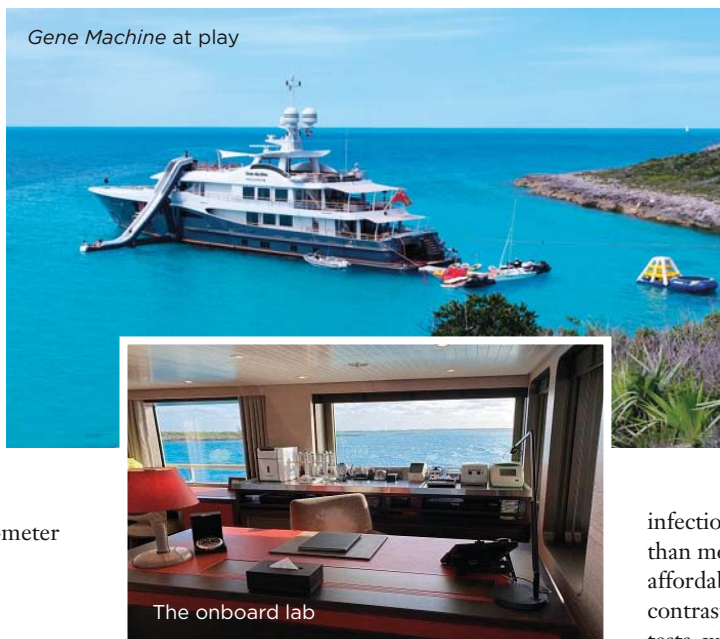
by Louisa Beckett, Turnkey Communications & PR, Inc.

SUPERYACHT OWNER WORKS TO DEVELOP COVID-19 HOME TEST WHILE QUARANTINED ONBOARD

While yacht owners all over the world are realizing the benefits of having a yacht for social distancing during the COVID-19 pandemic, one owner has been spending his time onboard trying to do something about it.

“We’re building a sensitive, rapid, affordable home test for the novel coronavirus,” said Dr. Jonathan Rothberg, owner of the 55-meter Amels M/Y *Gene Machine*.

This is no idle boast. In 2015, Rothberg was awarded the National Medal of Technology and Innovation



Gene Machine at play

The onboard lab

Amels’ skylounge in 2018, after taking delivery of the yacht. He also began working with the Connecticut-based teams at his 4Catalyzer group of companies to engineer and implement the kit. “Ours is a molecular test that identifies the genetic material of the virus as soon as it is present, even if someone is asymptomatic (like the gold standard PCR [polymerase chain reaction] tests),” Rothberg reported. “Our approach is significantly different from the common COVID antibody tests, which are effective only at a much later point in the infection lifecycle (seven to ten days later than molecular tests). Ours is a scalable, affordable, at-home, do-it-yourself test. This contrasts with lab, clinic, and hospital-based tests, which require a trained technician and a significant upfront cost per device.”

Rothberg started developing his concept for a COVID-19 home test in the lab he had built in the skylounge.

by President Obama for inventing and commercializing high-speed DNA sequencing. With the goal of making healthcare more accessible globally, the biotech entrepreneur has founded multiple companies in the life sciences and medical device fields, working to innovate new products that will “change the lives of people we love”.

The first week of March, Rothberg, his wife, Dr. Bonnie Gould Rothberg, and their five children boarded *Gene Machine* for a family vacation. Two days later, as the U.S. began to wake up to the threat of the coronavirus, Bonnie, a physician and researcher, was called back to work. Jonathan, the kids and crew, remained quarantined on their yacht in Fort Lauderdale.

“Everyone onboard including the owner and his family are restricted to remaining onboard and the confines of the shipyard,” said *Gene Machine*’s Captain Matthew Gow. “We are practicing strict social distancing. All packages and deliveries are wiped down with a bleach solution and placed into quarantine for four to five days – indefinitely if it is not required.”

Skylounge lab

While quarantined on *Gene Machine*, Rothberg started developing his concept for a COVID-19 home test in the lab he had built in the

Progress to date

Before *Compass* went to press, Rothberg supplied the following update on the COVID-19 home test project.

- **“Molecular Biology & AI:** We have formed a team of world-class molecular biologists and AI bioinformatics specialists, and have validated each part of our test in our own labs.
- **“Clinical Validation:** We successfully conducted a first set of clinical studies at Yale University. We proceed to a comprehensive clinical study at additional sites.
- **“Product:** We have conducted ‘usability’ tests to validate our workflow and customer experience, and we have produced instructions and videos to guide the users during these studies.
- **“Supply Chain:** Working with domestic and international partners, we have built a ‘version 1.0’ supply chain, securing sourcing commitments to take us through our clinical studies and early launch volumes. In parallel, we are evaluating manufacturers to support us at full high-volume scale.
- **“Go to Market:** We are planning a marketing and sales strategy that leverages direct-to-consumer and enterprise channels (e.g. state governments, companies, healthcare systems). Individuals will be able to purchase [the test from] the website at our e-commerce site. Our target is \$20 for the reusable heating module and \$10 per test.” Capt. Gow added, “Additional testing may take place onboard [*Gene Machine*] with our PCR machine once the...more vital establishments have received their share. Ideally, once everyone has the kits, we will be able to test passengers and crew onboard.”

BOATHOUSE AUCTIONS

BROKERS | OWNERS | BUYERS

Selling **yachts** is a difficult profession requiring brokers to maintain relationships with buyers and sellers and meet the high expectations of clients while having to keep up **with** an evolving industry, stave off competition, and still manage to close deals with discerning and choosy buyers. Despite, however, best efforts many yachts wind up experiencing **extended days on market** which forces you and your client to consider a reduction in price to keep pace with the broader market. Price reductions tend to undermine the value of a vessel and are often the cause of a buyer's sit-back-and-wait approach.

Owners, determined to sell their boat and get maximum value, can find it rough even in the best of economic times and exuberant markets. Yet, when a yacht has been for sale for a prolonged period of time, not only does it **suffer from negative perception**, but owners are faced with recurrent **and sometimes extraordinarily high** costs inherent with holding an illiquid asset. Owners are left with little choice but to hold the depreciating asset with high **carrying costs** and, historically, long average days on market. Buyers, on the other hand, are stubbornly savvy. They buy early at or near asking when value is perceived high, otherwise, they tend to buy deep in cycle after **forcing** many **owners**, through frustration and fatigue, **into price reductions and chasing buyers** in many cases **that lack** a sense of **urgency**.

Boathouse Auctions was created to provide a solution to the costly problems brought about by yachts with long stays on market. **Time is the enemy of the seller**. Carrying costs, depreciation, and the opportunity costs significantly erodes a seller's return the longer the boat remains unsold. **We help eliminate** these **costs** by selling the yacht on the owner's terms and timeline. Rather than trying to entice each buyer, one at a time, to step forward after a series of price cuts, **we** promote the yacht aggressively to **entice multiple, prequalified buyers, who** hear "auction" and **think they can get a deal**. The prospect of a deal is why auctions attract multiple bidders and competition among the bidders is what produces a market-driven outcome. **While an auction may be perceived as a bargain**, in reality **it's simply a near perfect market at work**.

Boathouse Auctions, at its expense, promotes the yacht and, importantly, tells its unique story during the five week preview period. Multiple bidders working with identical information ensures a sale at a fair, market-driven price. **The role of the broker is unchanged** and we protect commissions on both sides of the transaction. Money today is preferred over money tomorrow. The sooner you find a buyer, the better the net return. Boathouse Auctions' 40-day solution may deliver a better net outcome over the traditional market approach.

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POPULAR BAHAMAS BOATING DESTINATION IS MAKING A COMEBACK AFTER HURRICANE DORIAN

It has only been nine short months since Category 5 Hurricane Dorian, one of the strongest Atlantic storms in recent memory, raged over Abaco, Bahamas. But the island and its iconic hotel and marina, Abaco Beach Resort and Boat Harbour in Marsh Harbour, are on their way back!

Abaco has dusted itself off and while there is still much to be done, Abaconians (as they are affectionately called) continue to show strength of character and an unwavering spirit of resilience in light of these challenging times. Shortly after the hurricane had passed, roads throughout the city center and major tourist zones were cleared of debris, and planning for rebuilding Abaco had begun.

The island's lifeline, Leonard M. Thompson International Airport, opened quickly as it was a crucial step on the road to recovery in assisting evacuees off the island and bringing supplies to it. In October, the airport reopened to domestic flights with the good fortune of being able to welcome passengers into its main terminal, which had sustained minimal damage. By mid-November, both domestic and international airlines resumed service to the island. BahamasAir opened routes from Nassau and West Palm Beach, American Airlines from Miami, and Silver Airways from Fort Lauderdale. Smaller inter-island commuter planes resumed services from Grand Bahama. New infrastructure including power, potable water and cellphone service also were restored. These were extremely encouraging signs and an incredible accomplishment, to say the least, given the devastation that remained from Hurricane Dorian.

Maxwell's Supermarket in Marsh Harbour reopened within weeks of Dorian's passage and began providing foods and supplies to the local community. Other essential services including banks, pharmacy, gas stations, car rental, restaurants, insurance companies and bakery all



Boat Harbour marina has been completely rebuilt with new docks.

have reopened, restoring some level of normalcy to Abaco. It is also comforting to know that the local clinic, conch salad stand, and liquor store have resumed full operation.

Spring has arrived in the islands and the peak tourism season (April to August) of each year is here. Tourism partners have readied themselves to welcome returning guests and some new friends to this tropical oasis in the Bahamas.

Commitment to rebuild

Among the biggest positive influences impacting the redevelopment of tourism in Abaco have been the trailblazing ingenuity, proactive response and out-of-the box thinking demonstrated by the owners of the Abaco Beach Resort (ABR). This iconic Bahamian resort, located on 40 acres of beachfront property, encompasses a boutique hotel and marina that have long been a popular destination for travelers, private and charter yachts, and anglers from the U.S. and around the world. At the helm of the resort's renaissance were Bahamian Owners Emmanuel "Manny" Alexiou and Andrew Sweeting, along with newly appointed General Manager Mo Sallah.

Despite all the initial challenges following Hurricane Dorian's passage, the resort remained open to provide service, although

limited, to international emergency agencies and governmental workers throughout the renovation period. From the onset, the commitment was made to rebuild and deliver a hotel that would be worthy of recognition and bring a high level of enjoyment to future visitors to the island.

The eight-month long renovation included updates and upgrades to the buildings' exteriors, refurbished guest rooms, upgraded guest amenities throughout public spaces and a new guest arrival experience. When asked to comment on the selection of interior design colors and unique décor touches prominently placed throughout the property, Manny stated that his vision was very deliberate; the end product needed to exhibit a tasteful mesh of "rustic island style" and new-world comforts.

"We believe the outcome was a success!" he said.

Once the renovations were completed, the resort readied itself to resume full operation in April 2020, and to begin welcoming both

As soon as the restrictions are lifted, Abaco Beach Resort & Boat Harbour are ready to welcome guests!

hotel and marina guests to the refurbished resort. However, due to government restrictions impacting domestic and international travel during the COVID-19 pandemic, it was forced to remain closed for the time being. As soon as the restrictions are lifted, Abaco Beach Resort & Boat Harbour is ready to welcome guests!

Redesigned superyacht marina and more

Abaco Beach Resort and Boat Harbour offers 89 guest rooms; one-bedroom suites (with the capability to convert to a three-bedroom suite); one-, two-, and three-bedroom luxury Condo Residences; a 200-slip marina; fitness center; banquet and corporate meeting facilities; two pools; multiple food and beverage outlets; picturesque wedding venues, and a one-of-kind children's program.

The resort's extensive renovations included a total rebuild and redesign of the state-of-the-art marina with the capacity to accommodate superyachts up to 200 feet. Boat Harbour now offers a new fueling station with multiple gas pumps for diesel and gas, on-site Customs and Immigration, a certified helipad, refurbished fitness center, two newly themed food and beverage outlets, and over 12,000 sq. ft of



The resort's new swimming pool

catering space, including two new 6,000-sq. ft. ultra-modern tents.

Abaco Beach Resort's entrance also received a facelift. The new entry features a new stunning porte cochère, perched on a hilltop offering a 180-degree panoramic unobstructed views of the northern harbor and island. The newly updated lobby features Italian slate tile, signature water fountains, and an open floor design showcasing breathtaking views of the beach and ocean.

Moving further inside, the Great Room is the hub of the resort and personifies the heart and soul of classic Bahamian hospitality – a place for relaxation, celebration, play and new experiences. Scope out a chair in a secluded corner of the room and read your favorite novel or enjoy a latte with freshly baked Bahamian pastry in the morning, or sit on the terrace and watch the sunset while enjoying a signature cocktail. It is the perfect gathering spot.

Terrace at the Great Room offers a casual dining atmosphere with indoor or outdoor terrace seating for guests who prefer enjoying the cool ocean breezes and panoramic views of the beach, garden pool and lush tropical landscaping.

Hurricanes at Marinaville is a laid-back terrace café and bar featuring swim-up seating by day and live entertainment in the evening. Enjoy your favorite tropical drink or sample Abaco Conch Fritters and Lobster Salad.

The Deluxe Plus guest rooms are the newest addition to the Abaco Beach Resort's signature guest room collection. Located on the top floor of the Deluxe Wing, there are 10 of these sophisticated accommodations, offering a peak luxury resort experience.

The Abaco Beach Resort is justifiably proud of its newly renovated campus and the positive impact that it will have on the rebirth of Abaco tourism. The future of Abaco looks bright! Positive signs of redevelopment in the City Center and on the outer Abaco Cays are scheduled to come online in the not too distant future. Local restaurants are rebuilding and there are plans for their reopening during this year's tourism season.

Ferry service between the Cays has resumed and those wishing to take a short, 30-minute ride to Elbow Cay, Man-O-War Cay or Guana Cay will find that it is easy and convenient. The more southern parts of the island, accessibly by land, remarkably were not as impacted by the wrath of Hurricane Dorian. You can still experience the picturesque oasis of Little Harbour and visit Pete's Pub and Gallery, known for the lost art of bronze sculpture. Just as in years past, you will be welcomed with one of Pete's many specialty drinks or a cold Bahamian beer.

When planning your next cruise or charter vacation, consider Marsh Harbour, Abaco, in the Bahamas. It is located just 180 nautical miles off the coast of Palm Beach, Florida, or a 45-minute flight from most Florida cities. We're back!

For more information and reservations, call Abaco Beach Resort and Boat Harbour at 877-533-4799 or visit www.abacobeachresort.com.



Hurricanes at Marinaville terrace café

GATEWAY TO THE GREAT LAKES: CRUISING THE ST. LAWRENCE SEAWAY

An intricate system of rivers, channels, canals, and locks connecting the Atlantic Ocean to the Great Lakes, the St. Lawrence Seaway is considered one of the most important engineering feats of the 20th century. Opened for deep-draft navigation in 1959, it incorporates 13 Canadian and two American locks, permitting passage of vessels up to 740 feet long with a beam of up to 78 feet and draft of 26.51 feet. While its primary purpose is to facilitate commercial traffic, it also offers a scenic route for luxury yacht charters, especially in the summer and autumn months. Here is a sample itinerary.

Day 1: Québec City, Canada

This is where European and French culture mix and form a magnificent, architecturally rich city. Old Québec's historic district is an UNESCO World Heritage site lined with cobblestone streets fronted by numerous cafes and boutiques. Enjoy a ride on the Old Québec Funicular, which has been taking passengers from Upper and Lower Town since 1879. There is much to explore in military history at The Battlefields Park overlooking the mouth of the St. Lawrence River, which marks the site of the 1759 battle between the French and British. Standing on the same location since 1647 is the Notre-Dame de Québec Basilica-Cathedral. This splendid cathedral houses various fine works of art. A short taxi ride to 272-foot Montmorency Falls, just a few minutes from the Old City, is well worth the trip.

Day 2: Québec City to Trois Rivières 68 nm @ 10 knots – 7 hours

Enjoy breakfast on the aft deck as you begin your cruise along the picturesque St. Lawrence River. Today's destination, Trois Rivières (Three Rivers), is named for the three channels at the mouth of the Saint Maurice River.

Founded by French explorer Samuel de Champlain, this city is one of the oldest settlements in Canada, full of charm and history. The Québec Museum of Folk Culture is filled with artifacts from all ages of Québécois culture. Adjacent to the museum is the Old Prison of Trois Rivières, which



St. Lawrence River

was open from 1822 until 1986. Also worthy of a visit are the Boucher-De Niverville Manor, the Galerie d'Art du Parc, and the UNESCO Lac-Saint-Pierre Biosphere Reserve.

Day 3: Trois Rivières to Montréal 69 nm @ 10 knots – 7 hours

The captain will get underway while you are still asleep in order to allow more time in the vibrant city of Montréal. Old Montréal, where the city began, is a stroller's paradise of cobblestone streets, exceptional restaurants, and boutiques. Notre-Dame Basilica, built in 1656, is Montréal's oldest church. The city has its own "mini mountain", Mount Royal, which is a park with fantastic views. A must for high-end shopping is Rue Ste. Catherine. For artisan and upscale boutique shopping, seek out Avenue Laurier Ouest. Underground City is a mall-type shopping experience and refuge if the weather is inclement. The Montréal Botanical Gardens are among the finest in the world with 30 outdoor gardens as well as a fascinating Insectarium.

Day 4: Montréal to Massena 76 nm @ 10 knots – 7.5 hours

Massena is the first town in the U.S. when cruising from eastern Canada on the St. Lawrence River. Today, you will experience the engineering marvel of the St. Lawrence Seaway's lock system as your captain and crew expertly guide the yacht through. Each lockage takes about half an hour, using the law of gravity to drain over 20 million gallons of water from the lock. Nestled by the banks of the St. Lawrence, Massena was incorporated in 1802 and has long established itself as the center for commercial, industrial, and manufacturing success in St. Lawrence County. Stop into the Dwight D. Eisenhower Visitors' Center at the U.S. Eisenhower Lock and check the gift shop for unique souvenirs.

Day 5: Massena to Upper Canada Village 32 nm @ 10 knots – 3.5 hours

Upper Canada Village is a living museum community that recreates the life, work, and development of the early settlements along the upper



Upper Canada Village

St. Lawrence River Valley from 1784 to 1867, when agriculture was fundamental to the region's existence. When you enter the village, you step back into the past. There's the 1840 woolen mill powered by a spinning water turbine, where you can see wool become blankets. Horses, shod in the blacksmith's shop, draw wagons and carts in the village. The heady smell of freshly baked bread will lure you to the bakery. The skilled craftsmen and women who work in this village will tell you about their work. They, and the guides in every building, can help bring nineteenth century life into focus.

Day 6: Upper Canada Village to Singer Castle

47 nm @ 10 knots – 5 hours

Scottish-inspired Singer Castle was built on Dark Island at the turn of the 20th century by Commodore Bourne, president of the Singer Sewing Machine

Company, as a hunting lodge. It remained in his family for about 50 years until it was bought by Reverend Martin in 1960s, who established it as a religious retreat. The mysterious 28-room castle is famous for its hidden passageways which connect different parts of the house, and its four-story boathouse.

Day 7: Singer Castle to Clayton

20 nm @ 10 knots – 2 hours

En route to Clayton, pay a visit to historic Boldt Castle and learn its tragic story. Located on Heart Island in Alexandria Bay, the castle was a private mansion built by American millionaire George Boldt as a present to his wife. However, construction ceased abruptly in early 1904 after

her untimely death. Boldt never returned, leaving the castle as a monument to his love. Its dome skylight is made of stained-glass with well over 6,000 hand-cut pieces of glass. Next, reach the end of your voyage in Clayton, a classic river village located along the northern edge of upstate New York State in the 1,000 Islands region. Soon after it was settled in 1822, Clayton became a major shipbuilding and lumbering port. Dozens of charming buildings from this magnificent era remain, and there is much to see and do in the area before your departure.



Boldt Castle

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PORT RESTRICTIONS IN MONACO AND FRANCE DURING THE FIRST COVID-19 DECONFINEMENT PHASE

In line with the first phase of the deconfinement, France adopted through Prefectural Decree N° 062 / 2020 of 8th May 2020 and Ministerial Decree No. 2020-548 of 11 May 2020, and Monaco through Ministerial Decision N° 8484 of 28 April 2020, new measures within the framework of the gradual resumption of activities to combat the COVID-19 epidemic including for nautical activities. Restrictions on movements accordingly began to be lifted gradually starting on the 4th of May in Monaco and the 11th of May in France.

The following is in force through the 2nd of June; things may change again after that date.

Social-distancing measures continue

Working from home is still highly recommended when possible. Masks are compulsory in public transports and in closed areas and shops, and are highly recommended in open areas. Gatherings of no more than five people in Monaco and ten in France are strictly forbidden. Social-distancing measures shall continue to be observed (1.5m [4.92ft] in Monaco and 1m [3.28ft] in France). Restaurants, beaches and casinos will re-open at the beginning of June depending upon how the health crisis evolves.

At least until the 2nd of June, it will be forbidden to travel more than 100 kilometers (62 miles) from one's home within the territory, unless there are compelling reasons of a professional or family nature. However, within this limit it will be possible to move freely without the need to complete a derogatory certificate anymore.

Although international borders may remain closed until at least July, there starts to be some light at the end of the tunnel for the yachting sector. First of all, access to beaches (like in Nice) for nautical and recreational activities can be authorized by prefect of each department at the request of mayors (since mayors are liable to regulate activities practiced from the shoreline up to the 300-meter [328-yard] limit), if demonstration is made that sufficient procedures and controls are in place to ensure compliance with the general hygiene and social-distancing measures to combat the virus.

Yards also have started to reopen in France as well as in Italy and Spain. Day trips are now allowed and yacht owners living in coastal areas will be able to access their boats.

The new measures announced, which are valid until the 2nd of June,

can be summarized as follows:

• In Monaco:

- o Day trips and day charters are authorized in Monaco for yachts berthed in Monaco from 9 am to 8 pm. This measure applies to all vessels, whatever their flag, that have a berth in the Principality at the time of their departure at sea, on an annual or transitory basis.
- o No limitation of passengers apply in Monaco as long as the minimum safe manning and number of passengers authorized on the registration documents is respected.
- o For the time being, yachts moored in Monaco are not allowed in French waters but this might change in June so that the 54nm limit includes Monaco and French waters.
- o Monaco-flagged yachts joining their home port or that have left Monaco for more than a day will be placed in quarantine for 14 days.

• In France:

- o If the Prefect of the Department in which the yacht is located has authorized nautical and recreational activities from such port, the yacht could navigate freely taking into account the applicable local and national regulations. No declaration or derogation request is required anymore.
- o On the other hand, the stopping and anchoring of yachts that are not covered by the principle of freedom of navigation are subject to a restriction – the calling into, stopping and anchorage of yachts is limited to a radius of 54 nautical miles around their home port, by assimilation with land regulations (100 km/62 miles). These rules are valid to French- and foreign-flagged yachts

moored in France.

- o The embarkation and disembarkation of passengers may only take place in ports to which access has been authorized by the Prefect of the Department and must comply with land-based measures (in particular the 100-km rule from home), or in case of emergency.
- o Pleasure yachts registered under French or foreign flag are not allowed to embark more than 10 passengers.
- o The possibility to charter if the above measures are respected is not clear.

• In both countries:

- o Calls by foreign vessels with a home port outside Monaco / France and anchorage in French and Monaco waters shall remain suspended. However, simple, direct and continuous transit through territorial waters remains authorized under the right of innocent passage which applies to all vessels.

For the time being, yachts moored in Monaco are not allowed in French waters.

Yachts moored in Monaco



- o Yachts wishing to enter ports when in possession of an annual or seasonal berth reservation shall submit a Declaration of Health (DMS) to the Division of Maritime and Airport Police and a valid Ship Sanitation Exemption Certificate (SSEC) if applicable 48 hours prior to arrival if coming from another country; and lastly be in possession of a derogatory international travel certificate to mainland France or the overseas territories if applicable for the crew joining the yacht. Quarantine will be applied in Monaco and may be applied in France.
- o Yachts deciding to leave ports will still not be able to return if they do not hold an annual or seasonal berth contract.
- o Yachts can go to shipyards as long as refit/repair/maintenance contracts are signed, are available, a declaration is made to the nearest port authority and COVID-19 recommendations respected.
- o As during the lockdown, the Master shall communicate any change in the healthcare situation on board that occurred after the issuance of the Declaration of Health, during the entire stay of the vessel in the port until its departure.
- o There should be no disembarkation or embarkation of persons presenting symptoms related to a coronavirus infection on board a ship at sea without the prior agreement of the maritime prefect, the DDG AEM if applicable, and

Yachts deciding to leave ports will still not be able to return if they do not hold an annual or seasonal berth contract.

the prefect of the department concerned in France and of the Maritime Police and Covid Centre in Monaco. The conduct adopted with regard to a suspicious case is necessarily the subject of consultation between the competent health and administrative authorities.

- o So in brief, vessels are still advised to remain in their current port, unless there is a guaranteed (in writing) alternative port entry agreed in advance.

We think the situation would become open to all again including to charterers, when the inter-regional and then international travel restrictions are removed, distancing and protective measures aimed at

avoiding the transmission of the virus during nautical practices introduced, and guide to good sanitary practices be implemented in marinas available, as the

marinas are at the crossroads between transport, tourism and logistics.

We shall know more as soon as the maritime prefectures' decisions will be taken as regards navigation and nautical activities at regional levels in June, which shall also coincide with the beginning of the second deconfinement phase.

Until then take care, stay safe, and keep strong.

For more information or advice, contact Janet Xanthopoulos, legal adviser, head of Yacht & Jet Ownership & Administration Dept, at j.xanthopoulos@rosemont-yacht.com.



IYBA ARBITRATION COUNCIL UPDATE: PROGRESS CONTINUES DESPITE THE PANDEMIC

As I write this in what may be the longest Leap Year ever, I think I know how my dog feels. I'm looking out my window, waiting for people to walk by, while being told not to get too close to strangers and getting excited about going for a car ride. Like many of you, I have been working mostly from home during the COVID-19 pandemic. Courtrooms are closed and are operating remotely for many civil matters. Trials have been postponed, juries are not being called, and the civil trial calendar may be in chaos for some time.

With this in mind, I want to update you on the IYBA's Arbitration Council. As outlined in our Legal Briefs column in the February/March 2020 issue of *Compass*, IYBA is putting the finishing touches on the Arbitration Council, which will help handle yachting industry legal disputes. The idea is to handle these in local markets and as cost-effectively as possible.

When this process began, we were not anticipating the COVID-19 pandemic, which shut down much of the world economy. However, it seems that the Arbitration Council could be well suited to these conditions, so we believe we are on the right track.

We have been working to establish rules, protocols and fee schedules. We are establishing a list of initial arbitrators, and are looking for experienced persons, such as maritime lawyers familiar with the yacht business and who have worked in dispute resolution, as well as non-lawyer experts in their fields. These could be brokers, insurance specialists and surveyors.

Our goal is to have arbitrators who know the “pointy-end” from the “roundy-end” of the boat.

Arbitration training program

We are establishing a training program for non-lawyers to teach them the basics of arbitration. The purpose is to have people with experience and knowledge in the yachting business helping resolve



disputes. While we can teach the arbitration basics, however, what the arbitration panels cannot teach is the knowledge obtained from years of experience. Our goal is to have arbitrators who know the “pointy-end” from the “roundy-end” of the boat and have experience in the “yacht business”.

We also are creating a handbook or directions that will lay out a series of steps and protocols for both the arbitrators and the parties to the dispute to follow. Uniform contract clauses are being written or rewritten that can be put into agreements so that a procedure for dispute resolution is in place at the time of contracting, before a dispute arises. The directions will be placed on a website so that interested parties may follow them to begin an arbitration.

Taking advantage of video technology

While the plan is to allow as much as possible to be done locally and to take advantage of video technology, working in the COVID-19 lockdown environment has given us firsthand, valuable experience in using these systems that will benefit this program in the future.

As we transition from self-isolation to working more remotely, business is continuing to pick up again. Inevitably there will be new contract disputes, as well as a continuing need for efficient dispute resolution. Following court closures and travel disruptions, the number of contractual disputes may rise, demonstrating more than ever that the Arbitration Council is badly needed. We'll keep you informed.

For more information, contact Michael Karcher at mkarcher@robertallenlaw.com or call 305-372-3300.

by David R. Maass, Alley, Maass, Rogers & Lindsay, P.A.

THE FINE PRINT – HOW TO READ A FORCE-MAJEURE CLAUSE

In normal times, force-majeure clauses are boilerplate; rarely negotiated, often unread. Now, as COVID-19 upends our industry, brokers and clients are studying these clauses more closely than ever before.

In simplest terms, a force-majeure clause says what happens when a party is prevented from performing an obligation by events or circumstances beyond his control. When reading a force-majeure clause, ask yourself these three questions:

- First, what events does the clause cover?
- Second, what relief does the clause give a party affected by an event of force majeure?
- Finally, what must the affected party do to be entitled to relief?

Beyond reasonable control

Every force-majeure clause defines a set of events. The definition usually has two parts: a list of specific events and a catchall; for example, “natural disaster, civil unrest, government action, and any other cause beyond the parties’ reasonable control.”

The list may be long and loaded with exceptions and qualifications. The longer and more detailed the list, however, the likelier it is that a court will interpret the catchall narrowly. On the other hand, if the list is short and generic, the catchall might be interpreted more broadly. In any case, a court will interpret the catchall to encompass events similar to the ones listed.

For example, if a clause refers to “storms, floods, earthquakes, and other unexpected events,” a court might interpret the catchall “other unexpected events” to mean only other natural disasters, not manmade events, such as a strike.

While the parties may define the set of events as they like, these events share certain attributes:

- They could not be foreseen when the contract was made
- They are beyond the parties’ reasonable control.

An event that is one party’s fault generally does not constitute an event of force majeure, even if it would otherwise fit the definition. For example, a seller who sets his yacht on fire before closing to collect the insurance proceeds cannot avoid liability to the buyer by relying on a force-majeure clause that covers fire.

In addition to defining a set of events, a force-majeure clause gives relief to a party affected by an event, but that relief may be limited. A contract may provide relief only to certain parties in certain situations.

The MYBA Charter Agreement, for example, allows the owner, but not the charterer, to cancel based on force majeure. Other force-majeure clauses are worded more broadly to cover all the parties’ obligations under the contract.

Affected parties sometimes talk about “claiming” or “declaring” force majeure, as if the occurrence of an event of force majeure suspended the contract’s normal operation or fundamentally altered the parties’ obligations. It does not unless the contract says so.

In most cases, a force-majeure clause suspends the affected party’s obligation to perform but does not terminate the contract. The key point is that a force-majeure clause is a contract term like any other. Similarly, if a contract says nothing about force majeure, the concept does not apply (though the parties may be able to rely on related doctrines, such as impracticability or frustration, which are beyond the scope of this article).

Give effective notice

Finally, a force-majeure clause often requires the affected party to do something. He usually must notify the other party within a certain time after becoming aware of the event.

A party affected by force majeure should read the contract carefully to ensure he complies with any notice requirements. Contracts often require notices be given in a certain way to be effective. A party who fails to give effective notice may waive his right to relief based on force majeure.

A force-majeure clause may also require the affected party to take reasonable steps to minimize the effects of the event. Even if the clause does not include an express requirement to mitigate, one could argue that any effects that could have been avoided were not directly caused by the event. In other words, the requirement of causation arguably implies a duty to mitigate.

To sum up, force majeure is entirely a matter of contract. What events count, what obligations are excused, and what the affected party must do all depend on the wording of the clause.

For more information, email David Maass at david.maass@amrl.com or visit amrl.com.





GET TO KNOW YOUR BOARD MEMBERS: JON BURKARD, ALLIED MARINE

Allied Marine President Jon Burkard grew up in a family of avid boaters in Fort Lauderdale, where boating is a way of life. Jon, who has served many terms on the IYBA Board over the years, has the distinction of having worked for the same company in one incarnation or another for his entire career – he even had a part-time job there during college!

COMPASS: Tell us about boating as a kid in Fort Lauderdale.

JB: Both my father and grandfather were “serial boat owners”. My grandfather was a serious fisherman. He started his fishing addiction by having several Norsemen built in Miami, then moved onto other brands of sportfish as creature comforts were added. Of course, he shared his passion with his grandchildren, and ended up giving me the fishing “bug”. My dad, on the other hand, liked to fish, but it wasn’t a priority... cruising was, so he owned motoryachts. This worked out well for me since I got to experience both genres of boat. I realized early on that the more involved I was, the more boating we would do, so I became the maintenance guy, captain, mate, and part-time mechanic! We would do family summer trips to Bimini and to the Florida Keys, where we would do some fishing, much diving, swimming and spend a lot of beach time. I learned that the family boat we all lived on needed to have a proper tender if you wanted to do all the activities that were available to us. At first, Boston Whalers were the mainstay and then, with the invention of the center console, we had SeaCrafts, Makos and a myriad of other brands. We added other types of boat like Sunfish and small runabouts so we all could do different things at the same time. Being one of six kids, room aboard was at a premium!

COMPASS: Do you own a boat now?

JB: I presently own a couple of center consoles. I keep one in where I live in Stuart, Florida, and one in the Keys so I have “water wheels” at my “go-to” place for relaxation. I love the Bahamas, Long Island Sound, and the Florida West Coast, but the Keys are my “happy place”!

COMPASS: Do you go boating with your children/grandchildren?

JB: I work hard, like my parents and grandparents before me, to inject the joys of boating into all my kids and grandkids. I believe it teaches them a great deal of things that prepare them for a fulfilling life. It forms a deep bond between us. It gives them a sense of the joy that can come out of having a passion and hobby. It teaches them the responsibility that comes with proper boat handling, and of course I make them work for their fun!

COMPASS: How did you get started at Allied Marine?

JB: While I was attending the University of Florida, instead of working in the family construction company during summers like I had done since I was a young boy, my dad pushed me into doing something else (I must not have been that good at construction!) I found a job opening at Hatteras of Lauderdale (which later became part of Allied Marine) in the Parts department. I had been dealing with parts on our family boats, so I was a “natural”. Then, as fate would have it, Hatteras of Lauderdale thrust me into filling in on the sales side from time to time. I started to sell boats pretty quickly.

COMPASS: Did you plan to go back into the boating industry after graduating from college?

JB: I attended law school for a semester, but I already had sold a number of boats by that point, and ultimately made the decision to make yacht sales my career.

It was easy to see my fellow law students had a passion for the law, and that I was looking to do my next boat deal!

COMPASS: What jobs have you held at Allied Marine during your long tenure there?

JB: I have held quite a few different positions at Allied, so to speak, as Allied bought several former yacht companies on the way to become what it is today. I started in Parts, to move on to sales exec, then acquired part ownership becoming vice president, to COO, then on to president. It was one of those situations where if you do what needs to be done, you find yourself moving to where the void is. Sales is my passion and most leaders in companies are salesmen at heart!

COMPASS: What was the strangest thing that ever happened to you during your career?

JB: I have seen and done so many things including some that might be deemed “strange”! I’ll share one that might be a favorite: Back in the



early 80's, We used to keep a few Hatteras yachts behind the Fontainebleau Hotel on Miami Beach during the Miami Boat Show because they were too large to fit into the Convention Center. This was the original start of the Miami Yacht Show, but that is another story! One night after the show, we were on one of the boats, and one of my fellow brokers tendered a bet that no one would "streak" across Collins Avenue. Streaking was all the rage at the time, and being fueled with alcohol and a young spirit, the bet was on! Seeing four guys buck-naked running across six lanes of traffic on Collins Ave. must have been quite a sight! I'll leave the names of my fellow brokers for you to figure out.

COMPASS: What is the main difference, in your opinion, between selling new and pre-owned boats?



JB: Most of the processes are very much the same, but I think the main difference really centers around understanding and being able to properly explain the benefits of what owning and operating a new yacht represents as far as service, warranty, resale value, etc., and how that fits into what a prospective buyer needs and wants. Many times, a buyer won't know that a new boat suits their criteria better when you factor in the whole picture.

COMPASS: What advice do you have for yacht brokers starting out in their careers?

JB: There are simply no substitutes for hard work. Hard work when it comes obtaining knowledge about product, processes, places, and people! I could go on forever about this topic, but I think that about sums it succinctly as possible!

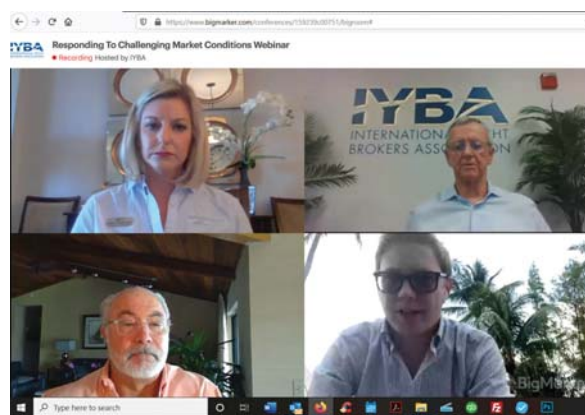
THE MEMBERS FROM THE BOARDROOM

by **Bob Saxon**, *President, International Yacht Brokers Association*

USING THE VIRTUAL MEDIUM TO CONVEY KNOWLEDGE (HENCE, POWER)

Your IYBA Board of Directors conducted a lot of business on behalf of our membership over the past couple of months with a major theme of stepping up our information delivery systems. Two old maxims come to mind. The first is, "The medium is the message," a phrase penned by philosopher Marshall McLuhan, and that is our methodology.

But more importantly, "Knowledge is power", commonly attributed to Sir Francis Bacon. (I used it at one of the IYBA seminars and a company in attendance came back the next day to me saying how brilliant a statement it was and could they use it in their advertising citing me as the author. I told them they were free to use it but give credit where credit is due.)



Wednesday Webinar panel, clockwise from top left: Abbey Heimensen, MarineMax; Bob Saxon, Bob Saxon Consultancy; Crom Littlejohn, Northrop & Johnson; Jonathan Brownfield, LIFT Digital Media

And so, combining the medium with knowledge, the Board decided to launch a series of online webinars designed to assist our membership with information on how to better cope with this challenging market. Board members Grant Henderson, Paul Burgess, Chuck Cashman, and I, along with IYBA Executive Director Paul Flannery, have moderated a series of Wednesday Webinars and other panels on topics ranging from leadership skills, small business loans, the new customer paradigm, the charter market, boat shows, and more. If you haven't taken advantage of the knowledge base being presented and the gems of wisdom being proffered, stay tuned for other IYBA webinar opportunities. The goal is to aid

our membership in striving toward better and more business.

Speaking of boat shows, look for a new face on the 2021 Miami Yacht Show. There are some exciting changes in order. Paul Flannery will be elaborating on that as plans crystallize.

As always, I look forward to your comments and feedback. Please email them to iyba@iyba.com



Welcome Katie Boutin

IYBA Director of Marketing Katie Boutin grew up in Massachusetts and attended the University of

Rhode Island, graduating in 2012 with a Bachelor of Arts degree in Public Relations & Marketing. After spending two years in downtown Boston as a client account manager, she finally realized her childhood dream of relocating to sunny Florida. Through her professional endeavors, Katie has acquired extensive experience in virtually all aspects of marketing communications. She is honored to be part of the IYBA team and thrilled to see what the future holds. Aside from her love of marketing, Katie's passions include music, photography, running, kayaking, writing, and her English Bulldog, Frank.

BOAT HISTORY REPORT is proud to offer free access to our reports for all IYBA Members for three months as part of our COVID-19 Broker Assistance Program. Current subscribing brokers also will have their billing paused for three months. Our hope is that by including a Boat History Report with your listings, your customers will feel more confident in the virtual shopping process during a time when they can no longer physically visit the boat. For more information, please email Caroline@boathistoryreport.com or visit www.boathistoryreport.com/dealer.

BOATS GROUP announces the launch of three new, free-to-use inventory badges that are specially designed to support the marine industry's quick shift to virtual selling. The badges, now available for Boat Trader and YachtWorld listings, inform buyers of the latest price drops and virtual services and solutions offered by sellers.

- **Schedule Live Video Tours** – Badges are displayed on boats that are available for virtual walkthroughs. By clicking the badge, consumers can schedule a video tour with the broker/dealer.
- **Local Delivery Available** – Badges are displayed on boats that are available for local delivery to a consumer's driveway or dock.
- **Price Drop Notifications** – When a boat's price drops, a badge is displayed on the listing showing the date and amount of the price drop. Consumers also have the ability to filter search results to view boats with recent price drops.

GALATI YACHT SALES is excited to announce that legendary captain Steve Lassley has joined our team and will work from our California and Cabo San Lucas location. Steve has built one of the most striking resumes in the history of sportfishing with thousands

of days on the water and was inducted into the IFGA Hall of Fame. Steve captained both commercial and sportfishing yachts, and operated tournament vessels along the West Coast for nearly half a century. With his experience not only in sportfishing but also in overseeing the custom build of several yachts, Steve is ready to pass on his abundant knowledge to the yachting community and start his new venture helping customers find the perfect yacht.

INTERMARINE has been working on expanding its digital presence with virtual tours and video walkthroughs and is still seeing activity in both new and brokerage sales. InterMarine represents multiple new boat lines including Prestige Yachts and is the exclusive distributor for Dreamline Yachts in the Americas. For more information contact: Mike Smalley 954-665-7138. Employment opportunities available, inquire within.

MARINEMAX pioneered the "online boat show" experience in 2018, hosting seven virtual events. Features such as online chat, interactive webinars, and a button to place a boat on hold have now become standard practice. And with the purchase of the Boatyard digital platform and development of the MarineMax app, customers can interact with their dealership 24/7 via their mobile phone.

Now MarineMax is taking our popular Women on Water® boating safety classes virtual. These classes are designed to get women behind the helm, enjoying the boating lifestyle. Visit www.marinemax.com or check the MarineMax app under the events tab for upcoming classes.

New from MarineMax is Boating Tips LIVE, with two local captains hosting a weekly live, interactive Facebook broadcast. Visit www.marinemax.com/connect/lifestyles/boating-tips/boating-tips-live for more. Another new interactive livestream program is the From the Helm Boating Broadcast, bringing boating news to viewers twice a week on both Facebook and YouTube: www.marinemax.com/connect/lifestyles/from-the-helm.

NAUTICAL VENTURES says: "There's no need to be afraid of this Monster unless you're an enemy combatant staring down the barrel of its large caliber guns." Made in America, sold by Nautical Ventures, the patented hull is virtually indestructible, unsinkable, shock and fire-retardant. There are six models in the fleet, from 6.5M-12.5M, with optional power ranging from outboard motors to high performance jet drives. Recent interest from megayacht owners puts a new light on the vessel to be used as tenders, dive boats, fishboats, and party platforms, especially in rugged and treacherous marine environments. Interested brokers, or for more information, contact: Roger Moore, 954-926-5250. www.nauticalventures.com



IN MEMORIAM:

Fred Kirtland

It is with great sadness that we share the news of the passing of Fred Kirtland. He was a dedicated family man, a devoted friend, a great leader, and an integral member of the yachting community. A native Floridian, Fred was born in Coral Gables in 1929. He attended the University of Florida for two years; then transferred to the University of Miami where he graduated in 1953 as Cadet #1 in the university's first class of Army ROTC students. Fred fought for the U.S. in the Korean War for two years, serving under the Port Commander for the Port of Inchon.

Fred's yachting industry career began when he was hired by Merrill-Stevens in 1961. He thrived as a sales broker and later as a manager. Under the guidance of Alec Balfe, he was named president and general manager of Merrill-Stevens in Miami in 1966. Fred, his wife Dorothy, and several members of the Balfe family were able to pool their assets to purchase controlling interest in the company.

Fred continued to sell yachts throughout his tenure as president, selling multiple yachts for Malcolm Forbes. Fred spent 47 years at the firm, which flourished under his guidance. To say Merrill Stevens was integral part of his, and his family's, lives is an understatement.

Fred will be remembered for having a kind word and smile for everyone he met, from yacht owner to deckhand. He leaves behind his wife, Dorothy, and two children, Kindy, and Whit, who is active in the yachting industry. He will be greatly missed by all who knew him.



Whit and Fred Kirtland

Richard "Richie" Sturm



Richie Sturm

Richard "Richie" Sturm passed away peacefully on April 25th after a battle with glioblastoma, an aggressive brain cancer. Working as a business advisor after receiving a degree in accounting from Ithaca College, Richie loved the open water and had a curious mind. A beloved member of the Informa U.S. Boat Shows organization for over 24 years, Richie began in 1995 as a consultant with the boat show's previous ownership, Show Management/YPI.

Turning his passion for boating into a fulfilling career, Richie was central to the success of the Fort Lauderdale International Boat Show, the Palm Beach International Boat Show, and the Miami Yacht Show.

Informa U.S. Boat Shows President Andrew Doole remembers Richie, saying, "Richard was the key guy for in-water boat sales and marina design for more than 20 years and was instrumental in helping us grow our top shows. An avid diver, fisherman and reader, he and I followed a lot of the same Florida authors – I will miss his help in building my collection. All of us at Informa will miss him a great deal."

Richie will always be remembered for his wry sense of humor, storytelling, and his beloved pet Bichon Frise, Stella. Richie is survived by a large circle of friends as well as his loving sister, Merry Sturm; brother-in-law, Daniel O'Connor; niece, Jaime O'Connor, and nephew, Tyler O'Connor.

NORTHROP & JOHNSON listing *Sea Owl* is a highly customized superyacht that transports guests to another world where imagination goes far past the traditional horizons. She



Feadship Sea Owl

has eye-catching details, an exceptionally high-volume interior and second-to-none privacy and security. This yacht is an extraordinary combination of Dutch craftsmanship by Feadship and awe-inspiring design by Andrew Winch.

OUTER REEF YACHTS is proud to announce these recent sales: 2019 Outer Reef 70' Motoryacht *Julianne* and 2013 Outer Reef 70' Motoryacht *Miles Aweigh* by Joel Davidson, 2012 Outer Reef 700 Motoryacht *August Moon* by Mike Schlichtig, and 2007 Outer Reef 65' Motoryacht *Gila Rina II* by Kevin Blake.



Seattle Yachts showroom

SEATTLE YACHTS

is excited to announce the addition of Glenn Runyan as Florida regional sales manager for our Florida team with

offices in Fort Lauderdale, Jupiter, and St. Augustine. Among the brands that we represent are Hampton and Endurance, Regency, Northern Marine, American Tug, Nimbus, and Legacy. Visit our website www.seattleyachts.com for a full list.

Our division is happy to announce the recent sale of a 58' Hampton 2010 (Bob Epstein) and a 62' Ocean Yachts Super Sport 2002 (Ed Chapdelaine). New listings include 65' Hampton Pilothouse 2018 (Glenn Runyan), 65' Endurance Pilothouse 2015 (Monty Miller), and a 58' Hampton Pilothouse 2008 (Skip Smith).

SYC YACHTS is pleased to announce the in-house sale of a 2015 62' Viking sportfish from one repeat buyer to another. The quarantine hasn't slowed us down and we are business as usual, serving our clients coast to coast from Marco Island, Naples and Fort Lauderdale. We have a stock Horizon PC60 arriving in June 2020 that is available for purchase. This power catamaran has four staterooms and three heads. With its shallow draft of just 4.9', this vessel is a perfect Caribbean cruiser. The PC60 is the ultimate social-distancing vessel, with ample storage and space for long-range cruising. Visit our website at SYCYachts.com for more details.



TOM GEORGE YACHT GROUP

is proud to announce the sale of the *Dreamchaser*, 80' Novatec Supernova. Hull #2 of three built, she is a model year 2000 that underwent an extensive refit

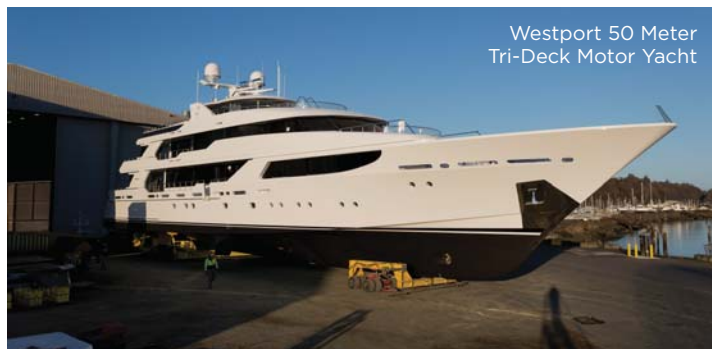
in 2012. She is a highly customized owner-operator yacht that has a unique three-master stateroom layout. The sellers were represented by Jimmy Rogers, CPYB, of Tom George Yacht Group and Jason Norcross of HMY Yacht Sales. She will continue to cruise the waters of south Florida and the Bahamas with the happy new owners! For more information, please contact Jimmy Rogers, CPYB, at www.Jimmy@TGYG.com or 727-734-8707.

UNITED YACHT SALES congratulates John Dial on becoming our director of sales. John has decades of experience in the yachting industry and has an excellent reputation with his clients and peers. He will be heading up a new United Fort Lauderdale Division of the company and will be in charge of recruitment for South Florida. United would also like to welcome the following brokers to the team: David Weintraub, Colin Scott, Marcus Raiano, Rene Blanchet, and Wayne Lee. United is also dramatically expanding its yacht charter department with the

addition of Carlie Palmer and Mare Kidd. Welcome to all.

WESTPORT is proud to announce the successful sale of the re-styled 50 Meter Tri-Deck Motor Yacht, in conjunction with Miles Yachts out of Palm Beach. The W164 Tri-Deck Motor Yacht accommodates 12 guests in ultimate luxury. With an advanced hull design by Westport, this sensational composite yacht elevates cruising to a new level.

Westport also is pleased to announce the sale of the 130' Westport Tri-Deck Motor yacht, Hull # 9 of the 1500 series, listed and sold in-house within six days. Delivered in 2005 and utilized privately by her original owners. She has been maintained in excellent condition and accommodates her new owners and guests in five large staterooms... ready to take them cruising!



New Members

PROFESSIONAL ACTIVE

William Bolin - S&J Yacht

Ryan Miller - Latitude Yacht Brokerage

PROFESSIONAL ASSOCIATE

William Morris Sharp - Denison Yachting

Nicholas Glavich - Pier One Yacht Sales

April Clemmons - Bluewater Yachting

Jeff Beird - United Yacht Sales

Eric Champlin - Down East Yachting

Jennifer Richards - Down East Yachting

John LaGrone - Galati Yacht Sales

James Greenwood - Worth Avenue Yachts

Todd Diebold - Allied Marine/Ferretti Group

Jerry Gilpin - Denison Yacht Sales

Mark Ford - Kadey-Krogen Yachts

Michael Schoettle - James Fachtmann & Associates

Forrest Scott Robertson - HMY

Greg Morrison - Yachting Experts Inc.

AFFILIATE ASSOCIATE

Jody McCormack - Bohannon Law

Steve Clark - Bohannon Law

Martin Penny - Hill Dickinson

David Reardon - Hill Dickinson

Thomas Frei - Hill Dickinson

Alex Teji - Hill Dickinson

Panos Pourgourides - Hill Dickinson

James Lawson - Hill Dickinson

SUPPORT

Mary Wickman - Northrop & Johnson

Diranne Tynes - Cheoy Lee Shipyards

NON-FLORIDA BROKER

Joel Dionne - Joel Dionne Yachts

Grego Marlo - Yacht Solutions

CHARTER ACTIVE

Lori Eastes - Worth Avenue Yachts

Sergey Delesalle - Delesalle Yachts

Lesa Renee Sawyer - Out of the Blue Yacht Charters

Nancy Van Winter - Envy Yacht Charters

CHARTER ASSOCIATE

Carla Palmer - United Yacht Sales

Michelle Manfredi Hall - Allied Marine

Join the International Yacht Brokers Association and enjoy a long list of invaluable member benefits. For more information, visit www.IYBA.org.

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We partner with the best in the industry:



THE YACHTING INDUSTRY CAN TAKE ACTION ON CO₂ EMISSIONS

Pollution around the world has fallen sharply as a result of the COVID-19 global shutdown. There's clear water in the Venice canals, blue skies over Delhi and wild animals roaming boldly in locked-down cities. The oil industry and airlines are floundering, and carbon emissions are falling fast. We could see a long-lasting positive environmental change after the pandemic. But it's all down to how we move on after lockdown.

What actions can the yachting industry take to sustain global carbon emissions?

The industry already is taking positive steps to reduce its carbon footprint. Engine manufacturers are advancing their technologies to reduce emissions, yacht designers are developing state-of-the-art hull designs to improve fuel efficiency, and captains are operating their vessels as economically as possible. Carbon offsetting is also an important part of the environmental jigsaw puzzle

The cost to carbon offset is surprisingly modest.

What is carbon offsetting?

The process of carbon offsetting comprises the balancing of an entity's greenhouse gas (GHG) emissions with GHG emission "savings" from green energy projects (such as wind, solar, or geothermal power generation). Given that GHGs mix globally in the atmosphere, it does not matter where exactly these "savings" are made. The "savings" are equivalent to the quantity of CO₂ that would have been generated if the same amount of electricity had been generated by a carbon-based fuel, e.g. oil, gas or coal.

How does carbon offsetting work for superyachts?

A yacht generates carbon emissions when burning fuel in its engines, generators, tenders and toys. And don't forget the emissions associated with crew flights, onboard helicopters and provision deliveries. The quantity of carbon emissions associated with these activities can be calculated and offset, ton for ton, through the purchase of carbon offset credits from verified projects. One carbon offset credit represents an

emission reduction equivalent of one metric ton of CO₂.



How much does it cost?

The cost to carbon offset is surprisingly modest. According to Yacht Carbon Offset, a specialist carbon offset company focused on the superyacht sector, the cost to carbon offset is in the order of 2-3 cents per liter of fuel consumed. As an example, a 40-meter yacht consuming 2,500 U.S. gallons of marine gas oil during a week's charter can offset the associated GHG emissions for around \$250. If fuel consumption rises to 25,000 gallons for a summer season, the metric ton for ton carbon offset price will be close to \$2,000.

How does a project get selected?

The emission saving projects are awarded the right to issue carbon offset credits by independent approval bodies, such as Gold Standard or the Verified Carbon Standard, after they have achieved stringent project requirements. Importantly, these projects would not exist without the revenues generated by their carbon offset credit sales.

Carbon credits can be produced by a variety of activities, which include:

- i. **Renewable Energy:** These projects displace fossil-fuel emissions generated by conventional power plants. Examples include solar, wind and geothermal power projects.
- ii. **Carbon Sequestration:** Examples include tree plantation and forest conservation projects. Trees (as all plants) absorb carbon dioxide from the atmosphere during photosynthesis.
- iii. **Energy Efficiency:** Projects that reduce carbon fuel consumption or improve the energy capture from combustion. Examples include cookstove projects that replace traditional wood and charcoal stoves with energy-efficient liquefied petroleum gas (LPG) stoves.
- iv. **GHG capture and destruction:** The capture and destruction of high-potency GHGs like methane, nitrous oxide, or hydrofluorocarbons. Examples include landfill gas collection, coal mine methane collection and livestock manure digesters. Methane gas can be collected and combusted to generate electricity.

Which projects are relevant to the yachting community?

Yacht Carbon Offset uses its market expertise to carefully select high-quality carbon offset credits for its clients that are relevant to the yachting community, such as coastal-based projects or projects located in regions frequented by superyachts, e.g. Caribbean or coastal locations. This is due to the immediate emission reduction impact such projects have on the environment, in contrast to carbon sequestration projects (such as tree plantation) that can take a number of years to deliver the benefit. These projects often have additional social and economic

benefits for the local communities they serve.

What do current yacht captains of participating yachts have to say about carbon offset?

David Cherington, captain of M/Y *Meamina*, says, "I believe it is worthwhile to try and help as much as we can. We consider all reasonable options to try and reduce waste." The owner of *Meamina* has participated in carbon offset for over five years, and currently offsets every time the superyacht takes on fuel.

How can a private or charter yacht participate in carbon offsetting?

The modest cost of carbon offsetting is relatively easily absorbed into the day-to-day running costs of a yacht. Many charter yachts choose to cover the cost of this environmental service, but others offer the charter client the choice to participate, either before or after a trip is complete.

The process of carbon offsetting is made simple by specialist companies such as Yacht Carbon Offset and it offers a practical, immediate and effective way to counteract the unavoidable GHG emissions of a yacht's activity. But make no mistake – it does not provide an excuse to keep on polluting! Carbon offsetting complements other initiatives being taken towards supporting a better environment for the future.

What other carbon offset opportunities are available?


Several of the international boat shows already participate in carbon offset, including the Monaco Show, Barcelona Charter Show, and



Solar energy project in Mauritius

Antigua Charter Show. The cost of their carbon offset is calculated based on factors including the fuel consumption of yachts travelling to and from the show, shore power used during, air-conditioning usage in show tents, and travel to and from the show by organizers and guests. Increasingly, yacht management and charter companies are carbon offsetting the carbon footprint of their fleets and own employees in order to meet the environmental strategy of their brand.

For more information, please contact Mark or Rachel at enquiries@yachtcarbonoffset.com or visit the website: www.yachtcarbonoffset.com.



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Photo credit: Tom Serio

HOW ONE YACHT BROKERAGE FIRM IS HELPING TO HONOR FALLEN HEROES

On January 29, 2017, U.S. Navy SEAL Senior Chief Petty Officer William “Ryan” Owens was killed on a mission in Yemen, becoming the first American to die in combat during the Trump administration. The following month, President Trump honored the fallen SEAL and his widow, Carryn, during his first State of the Union Address.

The Naked Warrior Project in Deerfield Beach, Fla., is a nonprofit organization founded by Ryan Owens’ brother, Retired Navy SEAL John Owens, to memorialize Ryan and men like him who have sacrificed their lives for our freedom, and provide support to their Gold Star families.

“Our mission has expanded to helping injured SEALs and we currently are helping a good friend of mine with significant brain damage who resides in the V.A. hospital in Washington, D.C.,” John Owens added. “We’ve been able to improve his care through physical therapy and helping with his private nursing costs.”

The first fundraiser the organization held was the 2017 Ryan Owens Memorial Run in Deerfield Beach, which quickly grew into a popular annual event. Other events soon followed, including, in 2019, the inaugural Naked Warrior Project Fishing Tournament at Sands Harbor Resort & Marina in Pompano Beach, sponsored by South Florida yacht brokerage 26 North Yachts.

Getting involved with the mission

“I met Mike [Carlson, 26 North Yachts co-owner] at an Entrepreneurs’ Organization event before our second annual Ryan Owens Memorial Run,” John said. “He immediately said he’d like to get involved and help out. I met the whole 26 North Yacht team shortly afterwards and was blown away by the positive reception in their office and the motivation of the entire team to get involved and help our mission. Soon



Left to right: Naked Warrior Project Founder Ryan Owens; 26 North Yachts team members Greg Halligan, Mike Carlson and Matthew Stone, and Naked Warrior Project Board Member Ryan Merritt

Getting the military guys on a fishing boat or yacht shows them how good life is.

thereafter we began talking about doing a fishing tournament, which is of huge benefit to us and I believe will become the most successful event we have.”

Last year’s Naked Warrior Project Fishing Tournament had 40 boats entered and drew more than 300 people to the kick-off party alone. “It was a huge success,” Mike said.

“... over \$20,000 dollars [was] raised and everybody had the time of their lives,” John agreed. “Our community has been talking about it ever since.”

Mike and the 26 North Yachts team also have helped the Naked Warrior Project give back to Navy SEALs and their families by taking them out for the day on clients’ yachts, both during the tournament and also on Veteran’s Day.

“This is one of my favorite things we’ve been able to do through 26 North Yachts,” John said. “I personally think being on the water is extremely therapeutic. Getting the military guys on a fishing boat or yacht shows them how good life is and shows they are valued. Hopefully, this opens up another way of thinking. Just having that good experience can be eye-opening and hopefully take their mind off any negativity they may be having at the time, long enough to appreciate life and how good it can be. I hope that other vets can see this and also understand they are valued and appreciated.”

He added, “[We] can’t wait to have the 2nd Annual Naked Warrior Project Fishing Tournament brought to you by 26 North Yachts!”

The COVID-19 pandemic forced the postponement of the 2020 tournament, originally scheduled for May. It has been rescheduled for Saturday, July 25th at Sands Harbor Resort and Marina in Pompano Beach. Please visit nakedwarriorproject.org to register or for more information.



SEALs and their families on an 84-foot Lazzara organized by 26 North Yachts

by Van der Valk Shipyard

HISTORY IN THE MAKING AT VAN DER VALK

The Netherlands is renowned for being home to brands like Feadship and Royal Huisman, builders of superyachts to a considerable degree of customization and sophistication. The rich Dutch boatbuilding history also extends to yards producing yachts in the medium-size range, however. A good example is Van der Valk Shipyard. After its inception as a small-boat operation, the company has come a long way over the decades.

The story of Van Valk Shipyard began in 1967, when Founder Wim van der Valk started building small river cruisers in steel. By the 1970s, the Valkkruisers were making a name for the yard. Cabin and aft-cabin cruiser designs in the seven- to ten-meter-range such as the Comfort, Royal, Falcon and Super Falcon followed in the 1980s and 1990s.

The introduction of the Vitesse series steel and aluminum semi-displacement motor yachts marked a further shift to the high-end segment of the yacht market. This was reinforced in the 1990s and beyond as the yard introduced various versions of the Continental motor yacht range, which became its signature line for many years.

A key aspect of Van der Valk's eventual breakthrough into the superyacht sector was its partnership with noted Dutch yacht designer Guido de Groot. Over the past decade, as sales have grown, the yard also has teamed up with other leading lights of the Dutch superyacht scene, including Vripack, Cor D. Rover and Ginton Naval Architects.

Smart thinking

Van der Valk earned its international reputation over the years due to a process of constant innovation. The 2015 launch of the 37-meter *Santa Maria T*, the world's first motoryacht to feature a two-axis fin antiroll damping system, is just one example. In addition, Van der Valk was one of the first yards to see the potential of the Volvo Penta IPS propulsion, developing a special hull and new models for this revolutionary drive system.

The rise in stature of Van der Valk Shipyard was mirrored by the growth of its manufacturing facilities in Waalwijk, just an hour from Amsterdam. These state-of-the-art facilities include an aluminum construction hall, two assembly halls and a painting facility. Around 95 percent of all the yard's projects are now built in aluminum. It is the only Dutch shipyard in the 18- to 45-meter range to build its aluminum hulls in-house and to take care of all aspects of outfitting and finishing. This gives Van der Valk control over the price/quality ratio.



Shipyard Founder Wim Van der Valk



Van der Valk Continental M/Y Bernadette

Today, Van der Valk has a fleet of over a thousand vessels spread across Europe and beyond, and an increasingly international client base. The yard's current motor yacht offering includes the Raised Pilothouse, Flybridge, Explorer, Pilot and BeachClub series, all of which have benefitted from a

desire to push the envelope of the possible. The new BeachClub range already has won awards for its radical rethink of how people experience living close to the water. Its pioneering placement of the engine room beneath the swim platform area has freed up space on the lower deck as well as increasing interior volume.

Driving force

Wim van der Valk remains a driving force behind the scenes, sharing his experience and eye for detail.

"My vision has always been to create reliable and seaworthy motor yachts that combine advanced technologies with traditional values of workmanship," he said. "This yard benefits from a team of talented managers and craftsmen, and our clients are inspiring people who welcome the countless options we give in terms of customization."

As a family-run company, Van der Valk Shipyard understands the value of keeping one's word and creating yachts that stand the test of time. "I've always ensured that our financial situation and future prospects are stable by maintaining good solvability and a well-filled order portfolio," van der Valk added. "We consider our partners and buyers as family members – and this is reflected in our excellent relationships and many repeat clients."

Wim van der Valk remains a driving force behind the scenes.

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