



THE CYBA NEWS

March 2006

The California Yacht Brokers Association Newsletter

Inside This Issue:

Thanks to CYBA Sponsors
A sincere thanks to our
Annual Dinner Sponsors...
Page 8

**California Brokers Pass
CPYB**
Successful candidates
receive certification...
Page 9

Report From Sacramento
Word from Our Legislative
Advocate in Sacramento...
Page 14

CYBA Events Calendar
Mark your calendar for
events important to your
business...
Page 16

Monterey Proposed For Annual Dinner



The Board of Directors has asked the Publicity Committee to make arrangements at the Monterey Bay Aquarium for the 2007 Annual Dinner. The decision has sparked a great deal of enthusiasm amongst Members who attended the Annual Dinner in Monterey several years ago. It has also been proposed to hold the Annual Law Seminar in conjunction with the Dinner in Monterey for a combined three or four day event. More details will be made available in future newsletters.

Getting Onboard with the International Yacht Council

The Yachtcouncil is the industry owned and operated unified voice of professional yacht broker associations worldwide, among them the CYBA. Its mission is to enhance and promote industry identity, professionalism, education, ethics and cooperation through the establishment and maintenance of common standards and business practices, communications and education.

The Yachtcouncil provides a number of services to the shareholding associations, the majority of which are undertaken and managed by committees and comprised of volunteer members of shareholder associations:

The Yachtcouncil has formed a partnership with a Multiple Listing Service provider, Marine Solutions, to manage their listing

database. This service is cost effective and is managed with full input and participation by the Yachtcouncil, as represented by the MLS Committee. A percentage of proceeds from the MLS are distributed back to the Yachtcouncil to strengthen the industry and the member associations.

The Yachtcouncil maintains and

(cont. on pg. 3)



BOARD of DIRECTORS 2006

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O: 562-432-8618

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from the PRESIDENT

This is an exciting month and the beginning of the boat show season. We went to the Miami International Boat Show. What an extravaganza, several huge yachts had SOLD signs on them. Sold yachts were locked to the public after the first day of the show. If we base the possibilities for future business this year on how the East Coast yacht brokers are doing in Miami, our business will be in great shape. I hope we all do well this year; keep our heads up and sell yachts.

International Yacht Council; this is a name that most of the people reading this newsletter don't know much about. This is an organization that has tried to unite the worldwide yacht broker associations together under one large umbrella. This is a daunting job and the IYC has had some success. The IYC or International Yacht Council should not be confused with the Multiple Listing System known as yachtcouncil.com and yachtcouncil.org. I believe that we should all subscribe to this MLS and work hard to make it successful. I believe this system is beneficial to all of us for the following reasons.

1. The IYC is a worldwide group of yacht broker's associations who owns and controls the MLS, yachtcouncil.org and yachtcouncil.com.
2. The system was designed by yacht brokers to be an interactive system that allows us to have a

MLS, client tracking system, e-mail broadcasting system, and more.

3. This system is very inexpensive compared to yachtworld.com

4. yachtcouncil.org is a "central listing only" system that allows us to protect our listings. We are not competing with the seller to sell a used yacht, most open listings allow the seller to compete with the broker. We can offer this to our sellers as a "Certified Central Listing System" the information you send out on this site is accurate. The buyers will appreciate that the yacht they are viewing has accurate information.

This system is well known and used in the East, but it has had limited success on the West Coast due the success of yachtworld.com. We all know that yachtworld.com is the big gorilla in the market; if we continue to let them get bigger, our business and ultimately our income will be dictated by a Multiple Listing Service that we cannot control. I am not saying that we should all commit financial suicide by dropping yachtworld.com as a lead generating source. Yacht brokers need the leads that come in from yachtworld, however, if we also use yachtcouncil.org as a multiple listing system it will grow and soon we will have the consumer going to our MLS. The associated yacht broker associations, International Yacht Council, own yachtcouncil.org

(cont. on pg. 3)

From the President *(cont. from pg. 2)*

and yachtcouncil.com. The .org is the broker to broker site. The yachtcouncil.com site is the consumer side of the MLS and it is set up for the consumer to shop your listings and more, and you can go on the site and look around. We spent a few hours with Allan Gardner and Steve Meyers from Marine Solutions; the guys that manage the yachtcouncil.com and .org website and they walked us through the system and it is really easy to use. Both guys are easily accessible and training is available. I believe this system can be very beneficial if we get on board and start using it we will make it successful on this coast and we will be more successful because of the MLS. We need to protect our industry we are commission based and we all know what happened to the travel business. Certified Central Listings protect our business and our buyers and sellers. I welcome your comments.

I welcome any and all comments please write to me at yatchcowboy@yahoo.com or call me at 510-917-7749 and that phone is on 24/7.

**Michael Wiest, CPYB
CYBA President**

Getting Onboard *(cont. from pg. 1)*

updates the By Laws to keep them relevant to the business of the day.

The Ethics Committee is charged with maintaining a proper, global standard of Ethics for the Yacht Brokerage Industry. This committee intercedes, when called upon, to resolve disputes that may arise between associations.

The Legislative and Regulatory Policies Committee is charged with putting forward information on relevant modifications to laws, worldwide, that effect yacht brokerage. This committee is also charged with initiating lobbying efforts to facilitate the yacht brokerage profession.

The Yachtcouncil is proud to report an outstanding season during the past year. For the calendar year 2005, the IYC system generated over 5 million visits with an average site visit time of approximately seven (7) minutes with consumers creating over 100 million page views. The Yachtcouncil facilitated 3,043 sold vessel transactions totaling over U.S.\$2.5 Billion

(cont. on pg. 4)

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WATERS**



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Seattle | 206-784-7773

New England | 207-846-0004

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MARINE FINANCE

www.seacoastmarine.net

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and Trust Company of the Treasure Coast*

Getting Onboard *(cont. from pg. 4)*

for calendar year 2005. The data shown below is based on Yachtcouncil member confirmed "sold" vessel transactions Jan. 1, 2005 – Dec. 8, 2005.

Price Range	Total Units	List Price	Sold Price
Under \$100,000	1,062	\$ 56,799,626	\$ 47,268,638
\$100k - \$249k	872	\$ 148,175,029	\$ 147,287,590
\$250k - \$1.0mm	918	\$ 449,174,404	\$ 382,448,872
\$1.0mm - \$2.0mm	180	\$ 267,082,952	\$ 216,134,130
\$2.0mm - \$5mm	129	\$ 395,808,986	\$ 310,796,526
Over \$5.0mm	102	\$ 1,603,431,000	\$ 1,350,895,987
Total	3,263	\$ 2,920,471,997	\$ 2,454,831,743

Since August, MLS Solutions has aggressively promoted Yachtcouncil by handing out over 1,000 broker targeted brochures & presentations through the following events:

Shows	Shows	Events
Annapolis Power	Cannes, France	FYBA Law Seminar
Annapolis Sail	South Hampton, England	FYBA Closings Conference
Oakland, CA	Monaco Super Yacht	CYBA Directors Meeting x 3
Norwalk, CT	Newport, RI	BCYBA Annual Meeting
Newport Beach, CA	Ft. Lauderdale	FYBA Directors Meeting x 2
San Diego Yachtfest	Atlantic City, NJ	YBAA Seminar x 3
Tampa, FL	Miami	CYBA Yachtfest Seminar

In partnership with Yachtcouncil, Recreation Publications recently announced the re-launch of YachtsForSale.com. The site now features approximately 10,000 central listings and will be promoted through all Recreation Publications magazines including "Yachts For Sale", "Bay & Delta Yachtsman", "Marina Guide", and "Chart Books". The site also includes finance, insurance, weather, and other consumer services. For more information, please contact Don Abbott at 800-878-7886.

Yachtcouncil has recently announced its partnership with the NMMA's Ultimate Boaters Guide that now promotes all Yachtcouncil member listings on all 22 NMMA boat show websites in addition to its consumer sites Yachtcouncil.com and Boatcouncil.com.

Consider the benefits of Yachtcouncil:

- Central Listings Only: Helps get central listings, hold commissions & eliminate market confusion
- Brokerage Professionals Only / No competition with FSBO
- Low pricing controlled by associations
- Open feed to any magazine/ online system that will accept
- Industry's most accurate sold boats database
- Never a copyright or question of ownership on your listings
- Contact management (CRM): Calendar & scheduling
- Listing Management System (LMS): Vessel Activity Reports for Sellers
- Handheld MLS services
- Customized boat show marketing materials/ Listing "business cards"
- Individual Broker Photos next to listings
- Customized Website Hosting
- Professional and customized brochures for listings
- Customized Digital Marketing System/ Advertising Placement
- Over 500,000 consumers per month generating over 10 million page views
- Never Duplicate Listings/ Save Time
- Multiple Consumer sites for price of one:
- Boatcouncil.com/ Yachtcouncil.com/ UltimateBoatersGuide.com/ YachtsforSale.com
- Free MLS Templates – customize with your company's look
- Market Reports direct consumer back to your company's website – not MLS with competitors

Yachtcouncil invites your questions and inquiries, so that you can better understand their program. Learn more about Yachtcouncil, which will be featured in future issues of the CYBA News. Let us know what you think or send your questions to: cybanews@yahoo.com or directly to info@yachtcouncil.com for an immediate reply.

Yachtcouncil.org

A tool no Yacht broker should be without

TEMPLATES:

Free and Flexible templates that accommodate to the look and feel of your website/company.

CUSTOM ADDITIONS:

Custom Brochure, Custom Reports, Custom Show Ads.

PDA COMPATABILITY:

Download vessel lists to any hand-held device. Helps broker contact the right central agent for boats while on the road.

CONTACT MANAGEMENT:

Send information to your client and have it saved in your MLS's contact management for future reference. Will save all listings sent, vessel lists, etc.

THREE BROCHURE LAYOUTS:

Choose from three different layouts to create the most suitable brochure for your vessel.

Strong Search Engine Placement!

SYSTEM FLEXIBILITY:

Only system that allows to pre-set company and/or individual defaults for better handling and usage of the system.

OUTPUT SELECTIONS FOR REPORTS:

HTML, Word, Pdf, PDA, Excel (CSV).

954.923.8787

info@yachtcouncil.com

EDITORIAL

The Importance of Title Insurance for Yachts

Can you imagine the look on everyone's faces as you are just about to close a sales transaction only to find out that the title has a lien on it? Perhaps even the seller is unaware of the lien that he has been carrying from a previous owner. The whole deal comes to a grinding halt and angry may not accurately describe the mood of the moment for everyone involved.

Vessel transactions, especially when compared to real estate, can be particularly troublesome as to title difficulties with boats moving about quite often by the boat's various owners. Further, vessels are subject to multiple documentation or registration venues including foreign titles in some cases. Additionally, maritime liens can be secret liens, which are not always required to be to be filed to be valid. Fraud is an obvious concern and be covered over by a succession of unwitting owners.

There is a way to protect your clients and yourself from the damage that can be caused by a faulty title.

Title insurance for vessels, similar to title insurance used in real estate transactions, is now available for yacht buyers.

There are a number of resources for vessel title insurance and one of the most recognized companies is First American Title. John Casbon of First American Title was good enough to speak at the CYBA Law Seminar last summer and introduce this product to us. You may want to visit their website at: www.firstam.com/transportation and learn more about this subject. Of particular interest is their article: 125 Plus Ways to Lose a Vessel.

To best protect yourself, as a Yacht Broker, you should advise your clients that title insurance coverage is available. A very effective way of doing this is to disclose the limitations as to what you, the Broker, can do by utilizing a disclosure form. The following sample is available by request to First American Title at: vessel@firstam.com.

(cont. on pg. 7)

Do Yourself A Favor!

Take the worry out of the purchase or sale of your boat, look for the CYBA logo. For member brokers in your area, visit www.cyba.info or call (800) 875-2922.

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SAMPLE DISCLOSURE FORM

This notice will confirm advice we have given you concerning the risks of title when acquiring a marine vessel and alternatives available to you to better protect yourself in the event of a title problem.

1. You have been informed that title to a United States flagged vessel is governed by a system that provides evidence of ownership but not necessarily proof of ownership.

2. A maritime lien is a privileged right against a vessel arising out of goods or services provided that vessel, injuries or damages in which the vessel was involved or maritime contracts involving the vessel. It is an encumbrance of clear title to the vessel. A maritime lien can attach to the vessel without consent of its owner; adheres to the vessel until extinguished by operation of law; and follows the vessel even into the hands of a good faith purchaser. A maritime lien is a secret lien; it does not have to be recorded to be legally valid and enforceable, though a Notice of Claim of Lien can be filed with the National Vessel Documentation Center. The absence of a notice of claim of lien in the Coast Guard abstract does not preclude the possibility of valid and enforceable liens against the vessel.

3. There are other risks that may affect title to the vessel that cannot be detected even after diligent search and evaluation. These risks include, but are not limited to, such matters as: evidence of title may be based on forged or fraudulent documents or involve parties without proper capacity; errors in the recording process; and that certain ownership interest may be difficult or impossible to determine.

4. All methods of title assurance seek to reduce the risk of loss to an owner for title matters. However, the risk cannot be eliminated and no assurances can be made as to the validity of a vessel title or that a vessel title is marketable and free and clear of liens and encumbrances.

5. Vessel title insurance is now available to owners and lenders that will provide coverage for these types of risks. Just as title insurance is almost always obtained by owners and lenders in real estate transactions, a similar type of policy is available for vessels. The title insurance company is able to underwrite many of the risks identified herein. The policies, subject to their terms and conditions, generally provide coverage against difficult or impossible to eliminate risks. It is the opinion of this firm that it is prudent for vessel purchasers and lenders to acquire vessel title insurance

6. Please acknowledge receipt of this notice by accepting or declining vessel title insurance in the space below:

I/we () ACCEPT () DECLINE Vessel Title Insurance: _____
Buyer's Initials

Buyer

Date

Buyer

Date

Remember that the CYBA News is your forum for information and subjects about the Yacht Brokerage Industry. We look forward to your inquiries and submissions to any of the Board Members listed on page 2 of this newsletter or email: cybanews@yahoo.com.

Tim Broderick, CPYB
Editor

The CYBA would like to thank all of the generous sponsors who contributed to the success of this year's Annual Dinner at Pechanga Resort and Casino

Duncan McIntosh, Sea Magazine

- \$7,700 Sponsorship toward dinner and cocktails

Bob DeDon, First American Transportation Title Insurance

- \$1,000 Sponsorship

Guy Newmark, Newmarks Yacht Sales

- 5 bottles of wine - Goose Cross

Sean Acosta, Newport Slip Rentals

- Tiffany's ships wheel compass

California Yachts Magazine

- (2) 1/2 page display ads

Phantom Marine

- Uniden VHF radio

Marina Village Inn

- 1 night stay (view room)
- 1 night stay (view room)

Seacoast Marine Finance

- \$100 gift certificate to CA Pizza
- \$100 Gift Certificate to Cheesecake Factory

Boating News

- (2) 1/4 page, 4-color display ads

Valley Power Systems

- \$250 parts & labor, So. CA.

Bill Barg, Port Supply in Mission Viejo

- Handheld VHF

Pete Van Inwegan, Mariner Boat Yard

- 1 free haulout

Pacific Power Boating, No. CA.

- 3 hours of vessel instruction

Delta Boat Works in Isleton, CA

- 1 free haulout

Napa Valley Boat Yard

- \$300 gift certificate

Yachtworld

- \$200 gift certificate

Next Level Sailing

- 2.5 hours, San Diego Bay aboard America's Cup Boat for 2 people

American Marine Publishing

- 2006 Power Boat Guide
- 2006 Power Boat Guide CD
- 2006 Trailer Boat Guide

Overseas Insurance Agency

- (5) \$50 cash toward insurance - referral fee
- John Daly golf driver and cover

Trident Funding

- (2) \$100 Ruth's Chris gift certificate

Twinterior Design

- 1 hour design consultation

Harbor Marine Works

- 1 free haulout

Serve Underwriters

- \$50 West Marine gift certificate

Mary Conlin Company

- 1 bottle "Corozon" Tequila

Dimen Marine

- 1 bag containing: 4 golf glasses, 6 wine charms, golf glove key chain, 1 bottle of Calloway wine
- 1 bag containing: golf favor/hood, golf glove key chain, 1 bottle of Calloway wine
- 1 bag containing 9" portable DVD player and 2 DVD movies
- 1 bag containing golf umbrella, shoe bag, golf glove key chain, wine bottle charms, 1 bottle of Calloway wine

Jeff McLaren, Seawide

- Portable GPS/VHF

Newport Harbor Shipyard

- (5) haulouts & 5 hrs. labor

Dave New, Basin Marine

- \$100 Nordstrom gift certificate

Mike Menmshek, West Marine

- 1 fishing rod with reel

Matt, Sea Tow

- 1 certificate for 1 year membership

Scott Jarvis, Overseas Insurance

- Dinner wine for tables

California Yacht Brokers Pass National Certification Exam



On February 17, 2006, three Members of the California Yacht Brokers Association (CYBA) obtained their Certified Professional Yacht Broker (CPYB) designation. They are: Tim Broderick of OnCourse Yachts, Miquel Corelli of Corelli Costal Yachts, and Tony Duni of Heritage Yacht Sales.

The CPYB designation recognizes professional experience, training and mastery of core areas of expertise related to professional yacht broker skills and knowledge. In addition to their practical experience, the CYBA brokers passed a rigorous three hour written exam.

Initiated in 2002 by Yacht Brokers Association of America (YBAA) in partnership with the Florida Yacht Brokers Association (FYBA), the Northwest Yacht Brokers Association (NYBA) and recently the California Yacht Brokers Association (CYBA), the CPYB program has grown rapidly, with more than 230 brokers currently certified nationwide. The CPYB program's goal is to raise the bar for the Yacht Brokerage profession and enhance broker credibility with the boating public.

The three successful candidates join eighteen other CYBA Brokers in receiving the CPYB designation since California Brokers joined the certification process in 2005. Recent approval by the CPYB program allows for Certified Professional Yacht Salesperson (CPYS) to become certified as well.

For further information on the program and links to the supporting associations go to www.cpyb.net.

Submitted by,
Mary Lynn Hollan,
National Yacht Broker Certification Program



is looking to expand it's presence in the Southern California market and currently has a position available as an **Area Sales Manager.**

We are only looking for **motivated sales oriented individuals.** If you are interested in joining our team, please fax your resume to 800-637-6731 to the attention of Fred Roman.

DBW Approved Boating Education Courses

Courses in this list are approved by the National Association of State Boating Law Administrators and have received approval from the California Department of Boating and Waterways.

American Boating Education
1-877-677-BOAT
amboat@bellsouth.net email
www.amboat.com website

American Sailing Association
P.O. Box 12079 • Marina del Rey, CA 90295
310-822-7171 • 310-822-4741 fax
info@american-sailing.com email
www.american-sailing.com website

Boat Ed
10031 Monroe Drive, Suite 305 • Dallas, TX 75229
214-351-0461 • 214-351-6429 fax
www.boat-ed.com

Boat U.S. Foundation
410-897-0512
www.boatus.com

BoaterExam America
866-688-2628
www.boaterexam.com/usa/california/

Boating 101
530-662-4577
Boating101@sbcglobal.net
www.Boating101.org

California Department of Boating and Waterways
2000 Evergreen Street, Suite 100
Sacramento Ca 95815-3888
1-888-362-2822
pubinfo@dbw.ca.gov e-mail
www.dbw.ca.gov website

Marine University (CEERI)
2454 W Oakland Park Blvd. • Fort Lauderdale, FL 33311
954-730-6889 • 954-730-7717 fax
www.marineuniversity.org

Maritime Smart Inc.
PO Box 30972 • Longmeadow MA 01115
413-565-2628
Capt.Steve@MaritimeSmarts.com e-mail
www.maritimesmarts.com Website

PWC Safety School.com
www.PWCSafetySchool.com

US Coast Guard Auxiliary
1-800-336-2628
http://nws.cgaux.org/visitors/pe_visitor/index.html

US Power Squadrons
1-800-732-7545
www.usps.org/e_stuff/ABC.html

US Sailing
PO Box 1260 • Portsmouth RI 02871-0907
401-683-0800 ext. 631 • 401-683-0840 fax
www.ussailing.org

CYBA BOARD OF DIRECTORS MEETING

February 1, 2006

VENUE: Long Beach Yacht Club.

CALL TO ORDER: Michael Wiest called the Meeting to order at 12:58 P.M.

ATTENDING: Don Abbott, Morrie Kirk, Dick Angel, Michael Wiest, Ron Whitelaw, Marc Bay, Tim Broderick, Nick Friedman, Guy Newmark.

GUESTS: Jeff Long, Patty Brown, Bob Leslie, Lon Bubeck, Dave Weil.

MINUTES: Minutes were approved as distributed. Motion to approve by Ron Whitelaw, 2nd by Marc Bay.

FINANCIAL: Don Abbott presented the financial report and it was approved as presented. Motion to approve by Dick Angel, 2nd by Ron Whitelaw. Financial report reflects money collected for dues and the Annual Dinner, but not the sponsorship money for the dinner or Pachenga's invoice for services.

CORRESPONDENCE: A letter from the IYC asking us to send a delegate to the special meeting on 2/15. Michael Wiest is planning on attending or will secure a substitute. A letter from APEX Group was received soliciting our lobby business in Sacramento. (see Legislative Committee)

LEGAL: Our contract with our Sacramento lobbyists has expired.

ARBITRATION: Jim Johnson solved \$35.00 broken zinc w Morelli & David Goodner. Jones vs Berkeley Boats – back on Calendar. Watson vs Marine Emporium settled just before 1/30 date for \$2,000.00 on a \$50,000.00 claim. Boats of America vs Marsillio taking settlement. Worren vs Boats of America awaiting \$250.00 deposit & three copies of complaint. The Committee will discuss revising fee program and report back to the Board with recommendations.

LEGISLATION: A brisk discussion was held about our lobbying program and whether we should stay with our current lobbyist or move to another, more marine oriented group. No conclusions were made, but it was decided to hear presentations from both groups in the coming months. Discussion was held about the possibility of an audience with the Governor to discuss the sales tax exemption once we have gathered comparative information on California and Florida trends.

SOCIAL/PUBLICITY: Thank you letters will go out to all sponsors and those who donated door prizes from our President. 109 guests were present at the Dinner. Discussion was held about the importance of stronger participation. It was decided to combine the Law Seminar and the Dinner to be held next January in Monterey.

MEMBERSHIP: Scott Bruce and Sean Acosta were approved. Kris Gustafson, Judy Harrison, Rick Baker, John Pfund, Jose Martinez and David Lee are new applicants. The creation of a tri-fold brochure to attract Members was discussed.

FORMS: Committee states online forms through IYC are almost ready.

BY-LAWS/ETHICS: No report.

INTERNET AND MEDIA COMMITTEE (IYC Committee): Discussion was held to further develop and promote the CYBA website as a boating resource. The Committee will look into this and present recommendations at a future meeting.

NEWSLETTER: Tim still needs a story about the weekend at Pachanga and the Annual Dinner.

CPYB: A training and testing session is scheduled for Feb 8 in Newport. Four people are scheduled to take the test.

SEMINAR: The Board decided to combine the Law Seminar and the Annual Dinner – see Social/Publicity.

BOAT SHOW: Marina Village show was a bust. There was virtually no activity at all. This may create the opportunity to garner support for a CYBA show in the future. The Committee will report to the Board on their progress at a future Meeting.

NOMINATING COMMITTEE: No report.

UNFINISHED BUSINESS: No report.

NEW BUSINESS: A suggestion was made to form a Phone Committee to inform our Membership of upcoming events. No action was taken.

ADJOURN: 2:57 PM by President Michael Wiest.

The March board meeting will be held in Sacramento on March 2 at DBW. Jim Johnson needs to be informed

Respectfully recorded and submitted by,
Nick Friedman, CPYB, Secretary

Sea

America's Western Boating Magazine

WE OWN THE WEST.



SEA DELIVERS IN THE WEST

- Over 68% of *Sea* readers purchased a used boat.
- 46% plan to buy a boat in the next six months.
- *Sea* has more Western millionaires than any boating magazine.
- More than 57% of *Sea* readers do not read another boating magazine.
- FREE used boat listings in print and online on the industry's only ABC audited Web site, www.goboatingamerica.com.

In Memoriam, Bruce Vandale

The California brokerage community is shocked and saddened by the passing of a dear friend and supporter, Bruce Vandale. Bruce died Monday, February 20th in Santa Barbara after a heroic struggle with cancer.

Admired for his warmth, humor, and friendly demeanor, Bruce seemingly knew everyone and everyone knew him. He was the West Coast presence for SHOWBOATS Magazine and before that THE YACHT magazine, for 25 years helping to shape and grow each periodical as together they celebrated and reported on large yachts, and the world they traveled in, as had never been done before.



Initially, Bruce shot many of the beautiful photographs that displayed these yachts to the brokerage and charter markets, as well as to all those who merely admired the yachts for their beauty, innovation, and opulence. With his genuine affability and his market savvy, he convinced boat builders, brokers, and owners of the value in portraying their yachts in the finest light and in the finest venues. In doing so, Bruce was truly one of the pioneers in the glorious world of the superyacht, and can be considered as instrumental in helping the international large yacht phenomenon gain the footing, recognition, and glamour that it possesses today. YachtFest, the San Diego show featuring the biggest and best of the West Coast yachts, owes much of its success to Bruce's vision, support, and effort.

Bruce was a modern day renaissance man, with tousled hair and a perpetual smile. He loved boats and fishing, tinkering with sports cars, and of course, tending to his vineyard. He always had a project going on at his home in Santa Ynez, which kept him close to what he loved the most, his wife Beth. Her love and support was the balance that helped Bruce accomplish so much in too short of a time. Bruce had his greatest pride in his son, Andy, who inherited Bruce's smile and charm. His love and pride also extended to his stepdaughters, Joanie and Kelly, and their children, who are too young to have known Bruce as we did, but who will learn over time what a wonderful friend and colleague we were lucky enough to have shared time with. Bruce was 57.

Submitted by
Dean A. West, CPYB

**Attention all interested
Yacht Brokers and Salespersons:**

CERTIFIED PROFESSIONAL YACHT BROKER (CPYB)

~ STUDY SESSION AND TESTING ~

**Contact Lon Bubeck, Morrie Kirk,
or Dean West for next
study session & exam.**

The CYBA is conducting a study session, immediately followed by the examination, for all those interested in becoming Certified Professional Yacht Brokers. This will be our first available session, in response to the great interest in this worthy program.

If you have a desire to take your business and personal accomplishment up to the next level, you owe it to yourself and your clients to earn the CPYB designation. Join a growing number of the best and brightest brokers nationwide in increasing your knowledge, professionalism, and ethical standards as they relate to your chosen profession.

For complete information, including study materials, applications, and required qualifications, please visit the National Yacht Broker Certification website at www.cpyb.net. There you will find all the forms you need in a downloadable format.

If you have any questions, please contact one of the CYBA's Members on the Certification Advisory Council:

Lon Bubeck, CPYB
Flying Cloud Yachts, Long Beach
562-594-9716
lonbubeck@verizon.net

Morris Kirk, CPYB
Orange Coast Yachts, Newport Beach
949-675-3844
morrie@orangecoastyachts.com

Dean West, CPYB
Dean A. West Marine, San Diego
619-417-9376
Dean_west@yahoo.com

You may also respond to tocpyb@cyba.info or contact any CYBA Board Member. The National Yacht Broker Certification office needs time to process your application and to perform your background check.

Brokers wishing to attend the study session, but who are not testing, are welcome. However you must reserve a space! Seating is limited!

NOTE: This session is for CYBA Members only. If you are not yet a Member, and would like to join, contact the CYBA office immediately @ 800-875-2922.



**Report from Department
of Boating & Waterways**

DBW Requests Volunteers For License Exam Revision Project



The Department of Boating and Waterways (DBW) has contracted with Cooperative Personnel Services (CPS) to revise existing Broker and Salesperson examinations. CPS is an organization dedicated to assisting public agencies with examination development and implementation.



The Department is looking forward to partnering with the Yacht industry to update and improve Broker and Salesperson examinations and is currently recruiting qualified subject matter experts to assist in the development and review of examination questions. DBW has begun accepting applications from industry members willing to volunteer their time to this ambitious project. The Department will select Brokers from all areas of California, to serve as subject matter experts. It is also anticipated that several Salespeople will be recruited to assist with the Salesperson exam revision process.

The examination revision project should begin in early 2006 with an approximate duration of one year. Volunteers should be prepared to make a commitment of at least five 2-day sessions plus time for question revisions which can be e-mailed as necessary. DBW will reimburse all

authorized travel expenses and sessions will take place alternately in Northern and Southern California.

To apply as a volunteer subject matter expert, please complete the form (below) and mail. The Department will contact volunteers in early 2006 with further information and a proposed schedule.

Should you have further questions or concerns regarding participation in this project, please contact Gina Ebling of DBW, at (916) 263-8195. The Department thanks you in advance for your participation and commitment to this important project!

Please detach and mail to:
Department of Boating and Waterways
ATTN: Gina Ebling
2000 Evergreen St., Suite 100
Sacramento, CA 95814

Volunteers For License Exam Revision Project

Yes, I'm interested!

Name (please print): _____

Broker _____ Salesperson _____

Contact Telephone #: _____

Brokerage: _____

Address: _____

Email: _____

REPORT FROM SACRAMENTO

Offshore Delivery Law SB1100

I'm sure you are all aware by now that the Governor has indicated his desire to extend the current regulations that oversee offshore delivery. His notion to extend is disappointing given that the "deal" that we negotiated two years ago had the current rules expiring July 1, 2006, at which point the "old" rules would be reinstated.

To counter the Governor's efforts, we have already been in contact with our allies from two years ago, most principally Senator Dick Ackerman, Minority Leader in the Senate, and Assemblyman Jerome Horton, Democratic insider for the Assembly. Both offices have pledged their support in fighting this proposal again and assisting our efforts in allowing the old rules to once again govern this issue. It is worth noting that unlike two years ago, the major priority for the Legislature is finding agreement on a multi-billion dollar infrastructure package to place before the voters. This item has consumed both Houses of the Legislature and has made efforts to raise the priority level of any other issue very difficult. But we are positioning ourselves for a full battle on the offshore delivery rules during the budget discussions.

Last month we indicated that the Legislative Analyst's Office (LAO) is in the process of developing a report summarizing the impacts to the industry of the current regulations. To

our knowledge, that report has not yet been finalized as the LAO is currently "locked down" preparing their report on the Governor's Proposed 2006-07 State Budget. Once that report is dispensed with, which should be completed in the very near future, our report should be issued. Myself and others within the CYBA have been in contact with the analyst that is preparing the report, and are funneling him information that we deem useful in considering and preparing the report. In addition, we are working with the Board of Equalization to receive whatever data they may have on this item so we can shape our message and arguments accordingly.

We will continue to engage the appropriate individuals, coordinate with the members of CYBA and create opportunities that generate positive momentum for our arguments. We will continue to inform you of the progress made on this issue.

Copper Anti-fouling Paint

David Johnson with the Department of Boating and Waterways has invited me to meet with him, other industry representatives and the State Lands Commission on a Resolution the Commission recently passed to address copper anti-fouling paint for vessels. We will be working to find an acceptable solution for your interests.

As always, please feel free to contact me via email at tony@shawyoder.org with any questions or comments you may have regarding matters in Sacramento.

By Tony Rice,
Legislative Analyst, Shaw/Yoder Inc.



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Kris Gustafson

VS Marine, Atascadero

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David James Lee

Pacific Coast Yachts, Inc., Alameda

Sponsored by: Marc Bay and Michael Wiest

Approved Active Member

John Pfund

Discovery Bay Yacht Sales, Discovery Bay

Sponsored by: Mac Cox and Michael Wiest

Approved Associate Member

Jose Miguel Martinez

Ballena Bay Yacht Brokers, Alameda

Sponsored by: Leonard Lee and Richard Boland

Rick Baker

Fraser Yachts Worldwide, Newport Beach

Sponsored by: David Fraser and Rick Weisenberger



MEMBERSHIP APPLICATION

Your Name _____

Name of Business _____ Position _____

Business Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

E-mail _____

Class of Membership Desired:

Active Master Member (Owner) Active (Broker) Associate (Salesperson) Affiliate Member

Date first licensed by State of California as:

Salesperson _____ Broker _____ Current License No _____

Briefly state your reason for desiring membership in CYBA _____

Recent marine employment history, including positions held: _____

Business references (2) including telephone numbers: _____

Sponsored by two Active Members:

Signature: _____ License No. _____

(please Print Name) _____

Signature: _____ License No. _____

(please Print Name) _____

If elected to membership in the California Yacht Brokers Association, I agree to abide by and conform to the Constitution, By-Laws and Policies of the Association, a copy of which I have read.

Date: _____ Applicant's Signature _____

Schedule of Fees

Membership Class	Initiation Fee		Yearly Dues	=	TOTAL
Active Master Membership (Owner)	\$100	+	\$195	=	\$295
Active Membership (Broker)	50		100		150
Associate Membership (Sales)	25		50		75
Affiliate Membership (Other)	100		125		225

Check for \$ _____ enclosed. Please make check payable to CYBA and return to:

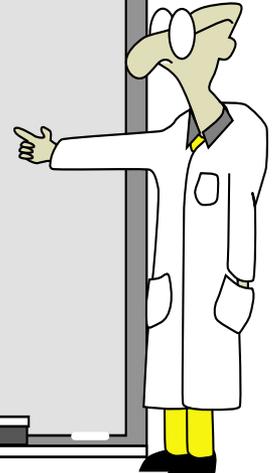
Don Abbott • CYBA • 4090 S. McCarran Blvd. Suite E • Reno, NV 89502-7529

Phone (800) 875-2922 Fax (775) 353-5111

Calendar

- March 2 *CYBA Board Meeting – 4:00PM*
Department of Boating and Waterways
Sacramento
- March 8-12 *Sacramento Boat Show*
Cal Expo, Sacramento
- April 5 *San Diego Broker's Forum - 11:30AM to 1:00PM*
CYBA Board Meeting – 1:00PM
Fiddlers Green Restaurant, San Diego
- April 6 – 9 *Orange County Boat Show*
Anaheim Convention Center, Anaheim
- April 27 – 30 *Pacific Powerboat Expo*
Jack London Square, Oakland
- May 3 *CYBA Board Meeting – 1:00PM*
Long Beach Yacht Club, Long Beach

www.cyba.info



CALIFORNIA YACHT
BROKERS ASSOCIATION
PMB #134
909 Marina Village Parkway
Alameda, CA 94501-1048
(800) 875-2922