

THE CYBA NEWS

May 2006

The California Yacht Brokers Association Newsletter

Inside This Issue:

Mandatory Boating Education

USCG seeks national standard for boaters... Page 4.

San Diego Brokers Forum

A very professional yacht brokerage venue ... Page 7.

What SCMA Offers to CYBA Brokers

SCMA marketing assistance to CYBA Brokers... Page 9.

DBW License Exam Revision Report

California license exam revision underway... Page 14.

CYBA Events Calendar

Mark your calendar for events important to your business... Page 16.

Award Given At San Diego Broker's Forum



Steve Rock, on the right, is congratulated by CYBA President Michael Wiest following a wonderful presentation by Dean West honoring Steve's accomplishments and years of generosity to the CYBA during the recent San Diego Broker's Forum. Story on page 9.

CPYB Study Session and Exam June 21st in San Diego

The CYBA is conducting a study session, immediately followed by the examination, for all those interested in becoming Certified Professional Yacht Brokers or Salespeople. This will be our second 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.

Further information about the CPYB certification is inside this issue on page 3.

YachtCouncil Sites Gaining Strength

PALM BEACH, Fla. - Five years after its launch, broker-driven yacht listing service, YachtCouncil has begun to focus on the business of selling boats, according to a recent story on www.tmcnet.com.

"We're recognized by the industry as a premier player," Steven Myers, president of Marine Solutions, the company that produces

(cont. on pg. 14)



BOARD of DIRECTORS 2006

President:

Michael B. Wiest, CPYB
O: 510-523-2628
E: yachtcowboy@yahoo.com
F: 510-523-2528 • C: 510-917-7749

1st Vice President:

Tim Broderick, CPYB
O: 805-682-3820
E: tim@oncourseyachts.com
F: 805-682-3819 • C: 805-252-1120

2nd Vice President:

Marc Bay, CPYB
O: 209-469-4600
E: marc@bayyachts.net
F: 209-469-0646 • C: 209-298-3747

Past President:

Morrie Kirk, CPYB
O: 949-675-3844
E: morrie@orangecoastyachts.com
F: 949-675-3980 • C: 714-612-1137

Secretary:

Nick Friedman, CPYB
O: 310-535-6160
E: yachtbroker@pacbell.net
F: 310-547-4258 • C: 310-748-5409

Treasurer:

Dick Angel, CPYB
O: 510-535-6160
E: aysbim@aol.com
F: 510-538-9100 • C: 510-331-7000

Director:

Jim Johnson
O: 949-675-8092
E: jim@chuckhoveyyachts.com
F: 949-673-1037 • C: 619-784-9002

Director:

Guy Newmark, CPYB
O: 310-834-2830
E: newmarks@earthlink.net
F: 310-835-7206 • C: 310-650-4437

Director:

Ron Whitelaw, CPYB
O: 562-430-3131
E: ron@baysideyachtsales.com
F: 562-493-4333 • C: 562-889-6075

Executive Director:

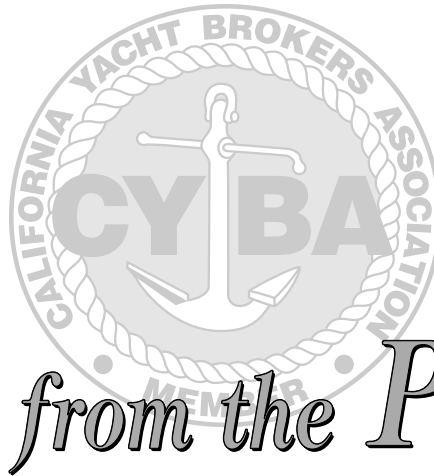
Don Abbott, CPYB
O: 800-875-2922
E: don.abbott@yachtsforsale.com
F: 775-353-5111 • C: 775-745-6565

Senior Legal Advisor:

Tom Russell, CPYB
O: 949-854-6000
E: trussell@ra-law.com
F: 949-854-6001 • C: 949-244-6230

Legal Advisor:

David Weil, CPYB
O: 562-432-8618
E: dweil@weilmaritime.com
F: 562-432-8638 • C: 562-233-7146



from the PRESIDENT



The in the water boat show season opened in California with a bang! The Jack London "Pacific Powerboat Show" opened with a lot of sunshine and large crowds, the sunshine followed us down the coast to the Lido Show in Newport Beach, where the fog was waiting for us. The crowds thinned a little for the first part of the week but as the fog cleared they were back Friday, Saturday and Sunday. This was the largest Lido Show ever, with 350 yachts on display and 40 boats over 70 feet..

The West Coast is receiving the kind of notoriety that we deserve. Duncan and Teresa MacIntosh once again put on a great show. The difference between Northern and Southern California is amazing. The news media loves the boat shows in Southern California. The show is an event that gets publicity, even a front page article, unfortunately the Northern California media has yet to become as interested in our show. I know that Bob Gorman, Mik McGuire and all the NCMA staff try hard to promote the show through the media, but the ho, hum attitude towards the show by the media remains troubling.

If anyone has any ideas or input on how to improve this relationship and increase the media interest, please contact me, or anyone on the Board so we can pass it on. I enjoy boat shows and have spent much of my career, as we all have,

working shows. The chance for buyers to see boats in their environment and to get a chance to compare how the boats feel in the water is important to our business. We all need to take advantage of the shows to meet the buyers and sell yachts.

I certainly hope all of you enjoyed at least one successful show and I know several of you were at both of them. Please communicate your success stories with us and any concerns or suggestions you may have.

We were happy to host David Greer, the representative from Yacht Council, on the 77' Viking. He offered a free training session on what Yacht Council offers and how to use it. The boats in the show listed on Yacht Council, were provided with "business cards" for each boat entered in the show. They are an attractive "walk away" to pass out at a show. We once again encourage you to look into Yacht Council as a MLS for your listings. This is OUR chance for OUR INDUSTRY to use and control this multiple listing system (because is IS OURS!) Please contact me or any Board Member for more information or with any questions.

Once again, I hope you all enjoyed success at the shows and that your success will continue throughout the season and this year.

As always your comments are welcome. Please call me at 510-917-7749 or send me an e-mail at yachtcowboy@yahoo.com.

Michael Wiest, CPYB
CYBA President

**Attention all interested
Yacht Brokers and Salespersons:
CERTIFIED
PROFESSIONAL
YACHT BROKER (CPYB)
~ STUDY SESSION AND TESTING ~**

***Fiddler's Green Restaurant
2760 Shelter Island Drive
San Diego, CA 92106***

The CYBA is conducting a study session, immediately followed by the examination, for all those interested in becoming Certified Professional Yacht Brokers or Salespeople. This will be our second 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

Morris Kirk, CPYB
Orange Coast Yachts
Newport Beach
949 675-3844

Dean West, CPYB
Dean A. West Marine
San Diego
619 417-9376

Time is of the essence if you plan on attending this session. The National Yacht Broker Certification office needs time to process your application and to perform your background check.

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.

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

National Boating Education Standards on the Horizon

The U.S. Coast Guard is seeking authority from Congress that could someday lead to a national standard on boating education.

The Coast Guard's Office of Boating Safety submitted a legislative proposal as part of the Coast Guard's authorization bill for fiscal 2007. The proposal would amend a section of the United States Code to give the Secretary of Transportation the authority to establish "minimum requirements for recreational vessel operator proficiency."

This provision would allow the Coast Guard to issue regulations that adopt and enforce existing state standard, and apply a federal standard where no state standard exists. Currently, 44 of 56 states and territories already have some level of operator proficiency standards.

"This is several years down the road," says Jeanne

Timmons, chief of the program management division for the Office of Boating Safety. "All this does is give us the authority to establish regulations. The regulatory process can be very slow."

She says the process, which includes public hearings, can take up to three or four years.

Both the National Boating Safety Advisory Council and the Towing Safety Advisory Committee have adopted resolutions urging the Coast Guard to seek statutory authority that would require boaters to have a certificate of proficiency. This provision also is consistent with the National Transportation Safety Board recommendation that states be required to enhance recreational boating safety through mandatory education programs.

Reprinted from
Trade Only Today

YachtWorld Publisher Assumes New Role

Seattle, WA – Wednesday April 5 – Today, YachtWorld.com (www.yachtworld.com) announced that Jessica Muffett, Founding Publisher of YachtWorld.com, will move into a part time consultative and advisory role later this month. In her new role as Publisher Emeritus, Muffett will primarily be involved in the strategic direction and communication for the company.

"Jessica built and developed the most powerful channel for yacht brokers to conduct business on the Internet today," said James Nolan, group general manager of boats.com and YachtWorld.com, "In an industry attracting many competitors, she grew this publication from a startup organization 11 years ago to the most powerful advertising venue, inventory management and MLS service for yacht brokers in the world."

Bob Summers, Business Development Manager and nine year veteran of YachtWorld.com, assumes day-to-day business responsibilities for the American business. Summers programmed the BoatWizard

and YachtWorld functionality. As his role evolved into product management, he oversaw the creation of projects including translated international sites and soldboats.com. Ian Atkins, Managing Director, Europe, will continue to lead the business' growth outside the Americas.

About YachtWorld.com

Formed in 1995, YachtWorld is the premier channel for yacht brokers around the world to list and sell boats over the Internet. YachtWorld, through its proprietary web-based applications – BoatWizard and SoldBoats – provides the brokerage community with inventory and website management, a co-brokerage MLS system, and access to historical sold boat data. With boats listed in 115 countries, YachtWorld directs consumers to the yacht broker community for professional boat buying and selling assistance.

Submitted by Nanci Cowden,
YachtWorld.com,
ncowden@yachtworld.com

Problem Correction for New Forms

Recently, I have been asked by several Brokers to assist them in utilizing the "Import/Export" feature and also assist them on saving a file.

Apparently, when the new forms were distributed, some of the discs were sent out without a key and

necessary component, Adobe Acrobat Approval 5.0. When attempting to use the various features, most of the users' computers were defaulting to Adobe Reader instead.

(cont. on pg. 5)

New Forms... (cont. from pg. 4)

The fix is rather simple. Hopefully you have one of the previous discs from a previous year. Insert the disc and click on "My Computer". From there, click on the CD drive that you inserted the disc into. Next, click on the folder that is marked "Approval 5.0". Find the file that is marked "Setup 32 Bit Setup Launcher Installshiled Software Corporation" and follow the prompts. This will install the needed component "Adobe Acrobat Approval 5.0."

To avoid any conflict internally in your computer, I suggest that you uninstall any version of Adobe Reader that you have. You may do so by going to your Control Panel and click on the tab that is marked "Add/Remove Programs" and find the Adobe Reader that is installed. Click on it to remove the program. You do not need both Adobe Approval and Adobe Reader. Adobe Approval has all of the properties that Adobe Reader has to offer.

You are now ready to use the features provided on the new forms. Any further questions, please contact Don Abbott's office or I would be glad to help also.

Submitted by
Bob Merritt, CPYB

2006 Boat Show Calendar

June 1-4: Dana Point Harbor Boat Show, Dana Point, www.dphboatshow.com

June 8-11: 20th Annual Spring Boat Show, Fairplex, Pomona, www.scma.com

July 13-16: Ventura County Boat Show, Channel Islands Harbor, www.ciboatshow.com

July 20-23: 3rd Annual San Diego Summer Boat Show, Harbor Island, San Diego, www.scma.com

September 7-10: Lido Yacht Expo, Lido Marina Village, Newport Beach, www.goboatingamerica.com

September 9-7: 34th Annual Fall Boat Show, Jack London Square, Oakland, www.ncma.com

September 13-17: YachtFest, Shelter Island Marina, San Diego, www.yachtfest.com

October 5-8: International Sail & Power Boat Show, Long Beach Convention Center & Shoreline Village Marina, Long Beach, www.scma.com

Circle these dates.....

**SAN DIEGO
SUMMER
BOAT SHOW**
Sheraton Hotel and
Marina, Harbor Island

New and Brokerage.....
Power and Sail

www.socalboatshows.com

**Brokerage Boats
Welcome!
Power and Sail**

In-Water Exhibit Space
Available. Deep-Water Marina
No Height Limitations.

Contact: SCMA Show Manager,
Terry Tjaden (714) 633-7581
terry@scma.com
for exhibit information.

JULY 20-23

Presented by

We're always with you.

EDITORIAL

Compliments to San Diego Broker's Forum

Every once in a while you experience a really worthwhile event that deserves recognition. The San Diego Broker's Forum is held each month and once a year the monthly CYBA Board Meeting is coordinated with that event as an invitation for industry professionals from other areas to participate.

The Broker's Forum is very well attended, quite professionally presented and the lunch was delicious! Local and industry wide current events are presented and discussed. Recognition of individuals and businesses who have contributed to the benefit of the industry is made. A featured guest speaker brings everyone up to date on a topic of special interest. And, Brokers and Salespeople present new listings and encourage cooperation with other brokerages.

It was most impressive to witness an environment of sincere business professionalism along with willing cooperation amongst the brokerages and the networking of industry affiliates in an effort to foster productive business practices where everybody wins.

Perhaps the yacht brokerage business in San Diego, or at least those brokers participating in the monthly

Brokers Forum, has a leg up on other regions in California. Congratulations to the San Diego Broker's Forum, you guys are doing the right thing!

If you are interested in developing a similar event in your area please call a CYBA Board Member in your area or contact CYBA News at cybanews@yahoo.com and we would be pleased to provide you advertising space in the newsletter.

Have a great and profitable Spring Sales Season!

Tim Broderick, CPYB
Editor, CYBA News



Jim Johnson leads the San Diego Broker's Forum.

*If you're buying retail..
You're paying too much.*

FURUND
Raymarine
and more..

SeaWide
MARINE DISTRIBUTION

Chances are, your customer can walk into your current electronics dealer and pay the same as you.
That's no way to do business.

Serving the marine industry since 1975

Wholesale Only

Daily Delivery in Southern California

1-866-732-9433

Call for a free catalog
or log on to
SEAWIDE.COM

Local Forum – Still Growing

The San Diego Broker's Forum continues to grow each month with members from all sectors of our industry gathering to exchange valuable information. What started out as morning venue with coffee and donuts several years ago, with about 10-15 attendees, has grown to a very well attended luncheon of about 70 or more.

The gathering is held at the popular Fiddler's Green Restaurant, a favorite watering hole and eating establishment on Shelter Island. Owner Steve Rock opens his doors to the public at 5:00 pm, but each month makes his establishment available to the brokerage industry, bringing in his staff to prepare and serve a delicious lunch for all the attendees and guests. The luncheons are hosted by various members of our industry such as boat yards, finance companies, marinas and yacht builders to name a few.

Usually the guest speaker for the event is the sponsor, often supplemented by updates from such notable parties as the USCG, local Harbor Police and our very own Cris Wenthur, who continually keeps the industry informed on tax law and changes in Sacramento that affect our industry. We also share information on boat listings between Brokers and Salespeople, and have regular updates from the California Yacht Brokers Association and the International Yacht Council.

I encourage anyone interested in attending, who is not already getting the monthly notifications, to contact either Paul Caronna with Scott B. Jones at 619-224-6025 yachtcar@aol.com or Bill Glazebrook with Dona Jenkins Maritime Documentation Service at 619-223-2279 bill@donakenkins.com. They will be happy to put you on their monthly notification list, sent out via e-mail or fax. The San Diego Broker's Forum offers an excellent opportunity to interact with members from all areas of our industry and an excellent, hosted lunch.

So you see, there IS such a thing as a free lunch! We look forward to seeing you there.

Submitted by Jim Johnson

GET YOUR MESSAGE OUT THERE!

**Advertise in the CYBA newsletter.
For More Information or Rates
Contact Don Abbott
@ 800-875-2922.**

**FINANCE
YOUR DREAM
THROUGH OUR
WELL-CHARTED
WATERS**



Seacoast Marine Finance offers more than the best rates, extraordinary expertise and a streamlined loan process. You can rest assured that your application is being handled by professionals who value your privacy and confidentiality. Don't drift into uncharted waters for assistance. Navigate to Seacoast Marine Finance, the premier haven for yacht buyers, dealers and brokers.

Call for your complimentary quote today.

Florida toll-free | 877-916-2326

California toll-free | 800-233-6542

Seattle | 206-784-7773

New England | 207-846-0004



www.seacoastmarine.net

A subsidiary of Seacoast Banking Corporation of Florida.

The CYBA would like to thank all of the generous sponsors who contributed to the success of this year's Annual Dinner. Please refer your Customers to these Sponsors:

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

San Diego Broker and Restaurateur Honored

Long-time Broker, CYBA Member, and restaurateur, Steve Rock, was honored at the April CYBA Meeting for his support and contributions to the brokerage community. The Meeting, held once a year in San Diego, was hosted by Steve at his Fiddler's Green Restaurant on beautiful Shelter Island. Site of the immensely successful monthly San Diego Broker's Forum, Fiddler's Green is one of the most popular watering holes and restaurants on the San Diego waterfront. Many epic maritime social events have been, and continue to be, held at the friendly spot, including past America's Cup parties, YachtFest receptions, broker functions and more.

In presenting Steve with his Special Award of Merit plaque, former CYBA President Dean West commended Steve on behalf of the CYBA "in recognition of his generous support and commitment to the CYBA, and to the Southern California brokerage community".



Steve Rock's Fiddler's Green Restaurant has been the venue of many San Diego brokerage events. The food and service are great!

WHY THE SCMA?

As the senior marine trade association in California, the Southern California Marine Association is an industry leader, providing direction, vision, energy and continuity to insure a prosperous and stable future for us all.

During the past 50 years, SCMA has broadened its scope, working to benefit marine businesses on many fronts, some of which have been highlighted below. Today, SCMA is the largest regional marine trade association in the country with over 600 industry related members along with close alliances to key boating organizations including CYBA. I invite you to learn more about the SCMA and how we are at work for you.

-- SCMA is the most experienced and successful producer of consumer boat shows in the Southwest. We currently produce two in-water boat shows annually at Long Beach and San Diego in addition to venues at Los Angeles, Orange County, and the Inland Empire.

-- The San Diego Summer Boat Show will be three years old this July 20-23. It was conceived upon suggestions from west coast yacht brokers who expressed a strong desire for a summer in-water show in the San Diego harbor area. This show has now become a premier event on SCMA's annual boat show calendar.

-- The International Sail and Power Boat Show at Long Beach is entering its 37th consecutive year, the longest-running in-water boat show in Southern

California. Because of the unique proximity of Shoreline Village Marina and the Long Beach Convention Center, ample on-site parking and easy freeway access, this boat show affords unique advantages unlike any other venue on the Pacific Coast.

-- SCMA exercises a clear and powerful voice at all levels of government on behalf of the recreational boating business. With the help of its professional legislative lobbyist in Sacramento, SCMA has successfully influenced numerous pieces of legislation such as the repeal of the "luxury tax" and "offshore deliveries" for the betterment of the boating industry.

-- SCMA is interested in the well being and future of its members. That's why SCMA has created a Scholarship Fund which awards multiple cash scholarships annually to further the educational opportunities of deserving family members.

-- Because SCMA is a member-owned association, and not a private entity, it is committed to the maximum reinvestment of its boat show revenues to help promote and advertise for optimum exhibitor benefit.

-- SCMA publishes an informative and timely monthly newsletter free of charge that is distributed to all members.

For more information about SCMA boat shows,
(cont. on pg. 12)

CYBA BOARD OF DIRECTORS MEETING

April 5, 2006

VENUE: Fiddler's Green, San Diego

CALL TO ORDER: Michael Wiest called the Meeting to order at 12:56 P.M.

ATTENDING: Dick Angel, Michael Wiest, Marc Bay, Tim Broderick, Jim Johnson, Guy Newmark, Nick Friedman, Don Abbott, David Weil.

GUESTS: Gina Ebling (DBW), Brad Kalas (IYC), Dave Kauffman (Anchor Marine) Karen Knapp, Jack Buckley, Pamela Bay, Patty Brown, Bob Leslie, Lon Bubeck, Jeff Long, Dean West, Morrie Kirk.

MINUTES: Minutes were approved as distributed by e-mail. Motion to approve by Jim Johnson, 2nd by Guy Newmark.

FINANCIAL: Financial Report was approved with a motion by Mark Bay w/ 2nd by Tim Broderick.
Note: Bills from Shaw Yoder have continued – see later discussion (Legislation).

CORRESPONDENCE:

1) A letter was sent to a Board Member from Jessica Muffet notifying us that she is stepping down as an active employee of Yachtworld to become an adviser and introducing her replacement. It was suggested we send a letter congratulating her replacement. Discussion was held with concerns about the direction Yachtworld might be signaling by this change.
2) An e-mail was sent to Don Abbott from Bill Krauss, a Sacramento lobbyist updating us as a courtesy on relevant legislation.

LEGAL: No Report.

ARBITRATION: No Report.

LEGISLATION:

1) The question was called – Do we want legislation in Sacramento by Dick Angel and 2nd by Nick Friedman. Discussion was held regarding the need for representation in Sacramento and the yes votes carried. Discussion was greatly in favor of creating a relationship with another lobbyist. At this time Shaw-Yoder is not a candidate and our relationship with them was terminated as of 2/28/2006.
2) Motion was made by Marc Bay & 2nd by Morrie Kirk that since Shaw-Yoder terminated their contract as of 2/28/2006, billing after that date should not

be paid. Motion passed.

3) We should actively search for another alternative. The legislative committee is charged with that duty. Don Abbott strongly recommends interviewing Bill Krauss of the Apex Group. Don feels there is a strong synergy with other marine related clients and that will benefit us. Tony Rice was also recommended. Further discussion was held and everyone agreed that time is of the essence.

SOCIAL/PUBLICITY: Discussion was held about holding the Law Seminar in conjunction with the Annual Dinner. Consensus was that it may not be well attended and holding it in Southern California as usual is a better solution. Dave Weil will check with Tom Russell about a December date. Discussion was held regarding expanding the Law Seminar to include a Forms Seminar on a second day. This will qualify it as a two day CPYB event credit. In the meantime, Dean West and Guy Newmark are looking at venues in Monterey to hold the event.

MEMBERSHIP: Proposed Members Stephen Coghlan and Steve Dold are being published. A motion was made by Marc Bay and 2nd Dick Angel that any Member not paid by 5/1/2006 be removed from Membership. Motion passed.

FORMS:

1) Online forms are almost ready. Discussion was held about holding a Forms Seminar. It came to the attention of the Board that Delta Marine Services is using our old forms and will be asked to stop since they are not Members.
2) Dave Weil is keeping a log of possible changes to the forms. Send him an e-mail if you have suggestions.
3) Discussion was held suggesting that we have Forms Seminars in Northern Cal, Southern Cal (L.A. Area) and San Diego and that they count as CPYB credit.

ETHICS:

1) YBAA's new ethics have been completed and we will have a copy forwarded to us by next meeting.
2) Progress continues on CYBA's revisions. The Ethics Committee will meet prior to our next Board Meeting.

INTERNET AND MEDIA:

1) CYBA website is as current as possible. Both Lon and Jim are coordinating this.

(cont. on pg. 12)

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.

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.

SCMA... (cont. from pg. 9)

activities, benefits and membership, please visit www.scma.com or call SCMA headquarters in Orange, California at (714) 633-7581.

Submitted by
Dave Geoffroy,
SCMA Executive Director

FOR SALE

Well known, established Southern California yacht brokerage with two new boat lines and long time brokerage following plus brokerage slips. The owner is retiring but will be willing to stay with the buyer 3-4 days a week as a salesman for a reasonable period of time.

**Send all inquiries to P.O. Box 492,
Seal Beach, CA 90740.
All replies will be held confidential.**



*First American
Transportation Title
Insurance Company*

FIRST AMERICAN VESSEL TITLE

A DIVISION OF

First American Transportation Title Insurance Company

NYSE:FAF

***Protection for your marine transactions
through Vessel Title Insurance***

510 Bienville Street
New Orleans, Louisiana 70130
800.247.4035 Fax: 800.648.5021
www.firstam.com/transportation

A COMPANY IN MOTION

Board Meeting... (cont. from pg. 10)

2) Steve from IYC is creating business cards with the boat photo on the front and the listing broker on rear for use at boat shows. He will be at the Newport Beach show.

3) A new service on IYC is instant messaging.

4) BC Yachting Association has launched a campaign for 100% participation in IYC.

NEWSLETTER: Needs articles.

CPYB:

1) Need to set a date for San Diego study seminar and test.

2) A CD study session is now available.

BOAT SHOW:

1) Discussion continues. Finding a location for the Nor Cal show is the issue as the original location will not work.

2) Jim Johnson is looking into recreating the relationship that we once had with the Long Beach show and possibly with the San Diego show. Revisit next month.

UNFINISHED BUSINESS:

1) Promoting the YachtCouncil.org and YachtCouncil.com. Brad Kalas from IYC and CYBA discussed strategies for creating new membership. A motion was made by Jim Johnson & 2nd Tim Broderick that CYBA and IYC offer 4 months free membership with a years subscription from a new IYC member. Additionally, IYC will do all the initial data entry for any new member's listings at no cost. This offer expires July 1, 2006. Motion carried. This is a potential savings of over \$600.00 to the new IYC member.

NEW BUSINESS: Dave Kauffman, President of Anchor Marine, addressed the Board. His company will create substantially discounted insurance rates for CYBA Members transporting vessels overseas. He has done this successfully for NYBA and wants to expand it to California. We would be the exclusive recipients of this program in California. A motion was made by Marc Bay and 2nd by Morrie Kirk that we move forward with this program. The motion carried. The next step is to survey the Members for usage expectations.

ADJOURN: 3:09 PM by President Michael Wiest.

The May Board Meeting will be held May 10, 2006, 1:00 PM at the Long Beach Yacht Club.

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

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

REPORT FROM DBW

Status of the Broker/Salesperson Exam Revision Project

The Department of Boating and Waterways (DBW) along with industry Subject Matter Experts (SME's) have begun the Broker/Salesperson Exam Revision Project. The SME's have been trained in the question writing process and are currently developing exam categories and drafting specific questions. Once the questions have been finalized, the editing process will begin. Editing is scheduled to be on-going via e-mail with the final revision session to be held in July of 2006 in Sacramento. We are confident the revision project will result in a more comprehensive and professional examination process for Brokers and Salespeople.

Once again, the Department wishes to express its gratitude to all the hard working industry volunteers who are giving their time to this arduous yet rewarding endeavor. We will continue to keep you informed of our progress. Please contact Gina Ebling of the DBW at (916) 263-8195 with any questions or concerns regarding the exam revision project.



Volunteers from all around the state participate in the D.B.W. License Exam Revision.

NEW CYBA MEMBERSHIP

Proposed Active Master Members

Randall Burg

Randall Burg Yacht & Ship, Inc.
Marina del Rey
Sponsored by:
David Weil & Bob Leslie

YachtCouncil Sites... (cont. from pg. 1)

and manages the multiple-listing service for the International Yacht Council, told the newspaper. "Our goal is to promote the professional yacht broker."

Marine Solutions produces two sites: YachtCouncil.com, a site for consumers to search for boats, and YachtCouncil.org, a members-only site for brokers to manage their listings.

Last year, about 3,200 vessels totaling \$2.5 billion were sold through YachtCouncil, the newspaper reported. The site has grown to more than 10,000 central listings - most for vessels longer than 50 feet, which are updated instantly when brokers make changes - with over 1,400 individual members from about 400 brokerage houses, including most of the industry leaders. It is drawing an average of 17,000

(cont. on pg. 15)

YACHT SALESPERSONS WANTED

**Best Location in San Diego
Powerboats, Sailboats, New & Brokerage
Great Staff, Leads, Support.
Need 1 Sailboat/Racing Salesperson
and 1 Powerboat Salesperson ASAP**

**Contact
jack@SCYachtsSales.com
or call in confidence to
619-778-2998**



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.

YachtCouncil Sites... (cont. from pg. 14)

visitors a day, Myers said.

"We all use it," George Jousma, president of Fort Lauderdale-based Allied Richard Bertram Marine Group and past president of the Florida Brokers Association, told the newspaper. "This is our industry, and these are our boats that are listed. That's why it was founded."

Reprinted from
Boating-Industry.com.

West Coast Yachting Market Drives Boat Show Success

NEWPORT BEACH, Calif. - The California yachting market is booming right now, driving up exhibit and attendance numbers at this year's Newport Beach Boat Show, according to a recent statement from organizers.

This is despite rising fuel prices, limited slip availability, and last year's enforcement of a 7-percent sales tax on yacht purchases, organizers reported.

In Orange County alone there are over 5000 slips, yet at one marina in Newport Beach there is up to an eight-year wait for a slip over 45 feet. Megayachts in Southern California are increasing not only in the number but in size, according to organizers. Almost 45 percent of large luxury yachts in the U.S. are owned by people on the West Coast.

As a result, the 33rd annual boat show featured the largest display of luxury and megayachts for sale in its history - more than 300, double the number of luxury yachts from last year, organizers reported.

During the show, Southern California's KTLA television station broadcasted the news each morning from Zemba III, a 95-foot Brazilian built Inace. The expedition luxury mega yacht with a helicopter sitting on the top deck is for sale by Fraser Yachts Worldwide at \$4.1 million dollars, helicopter not included. The media coverage helped produce a record number of attendees at Orange County's Lido Village Marina, according to show producers, who reported that weekend attendance was up 30 percent from last year.

"The size and price of toys the wealthy are purchasing is going up and up. Homes are bigger. Cars are faster. Boats are larger," said Vince Krivanek, general manager of Fraser Yachts Azimut Dealership in San Diego, which exhibited at the show.

Reprinted from
Boating-Industry.com.

Governor Appoints Three to Boating Commission

SACRAMENTO – Governor Arnold Schwarzenegger has appointed three Boating and Waterways Commission members with backgrounds ranging from boating safety and law enforcement to marina recreation. Commissioners on the seven-member board serve four year terms. Each position requires Senate confirmation and the compensation is \$100 per diem.

Robert Nagata, 60, of Los Angeles has been a member of the commission since 1999 and has been appointed for an additional term.

Nagata has been involved in boating since 1977 and is an avid fisherman. In 1987 he earned a United States Coast Guard license to operate uninspected small passenger vessels and has continuously maintained that license to the present.

Nagata is an attorney currently serving Of Counsel to the law firm Lamb & Kawakami, LLP. He started his career as a tax accountant for Price Waterhouse and Company. He has practiced tax and corporate law since 1973 and was certified as a taxation specialist by the California State Bar Board of Legal Specialization in 1977.

Nagata was previously a partner with the international law firm of Jones, Day, Reavis & Pogue as well as with the Los Angeles law firm of Musick, Peeler & Garrett. He is a graduate of University of Southern California, University of San Diego School of Law and Golden Gate University's Master of Taxation program.

H.P. "Sandy" Purdon, 63, of San Diego, was initially appointed to the Boating and Waterways Commission by Governor Arnold Schwarzenegger in 2004 to fulfill the remainder of a term and is now entering his first full term.

He has been president of H.P. Purdon & Company, a management firm handling San Diego tidelands marinas, since 1977. He is a member and past president of the California Marina Recreation Association, a member and past chairman of the San Diego Port Tenants Association, and past president and chairman of the San Diego International Sports Council.

Purdon founded the nationally recognized Clean Marina Program San Diego, the YachtFest Mega Yacht Boat Show in San Diego and the annual Big Bay July 4th Fireworks Show that benefits the Armed Services YMCA.

Purdon has a degree in Aerospace Engineering from Auburn University and a Graduate Certificate from the University of California, San Diego in Urban Planning and Development. He is a former US Marine Corps officer and Vietnam Veteran.

Warren Rupf, 62, of Martinez, was a member of the Boating and Waterways Commission from 1997 to 2004 and has been

(cont. on pg. 16)

Calendar

- May 18 - 21 Marina del Rey Boat Show
Burton Chance Park, Marina del Rey
www.goboatingamerica.com
- June 1 - 4 Dana Point Harbor Boat Show
Dana Point Harbor
www.dpboatshow.com
- June 7 CYBA Board Meeting - 1:00PM
Long Beach Yacht Club, Long Beach
- June 8 - 11 20th Annual Spring Boat Show
Fairplex, Pomona
www.scma.com
- July 13 - 16 Ventura County Boat Show
Channel Islands Harbor, Oxnard
www.ciboatshow.com
- July 20 - 23 3rd Annual San Diego Summer Boat Show
Harbor Island, San Diego
www.scma.com

www.cyba.info



Boating Commission... (cont. from pg. 15)

appointed to an additional four-year term.

Rupf has served as the sheriff-coroner of Contra Costa County since 1992. He first joined the Contra Costa County Sheriff's Department in 1965 as a deputy sheriff. Rupf served in the United States Marine Corps from 1961 to 1965. He is a graduate of the National Executive Institute and the Federal Bureau of Investigation National Academy.

Rupf is active in many law enforcement and community service organizations including the National Sheriff Association's Marine and Water Safety Committee, the Governor's Task Force to Review Juvenile Crime and Juvenile Justice Response, and the California State Sheriff's Association. He has also served as the Vice Chair of Marine/Water Safety Committee for the National Sheriffs' Association.

The Boating and Waterways Commission provides advice and consent for all small craft harbor loans and boat launching facility grants proposed by the Department of Boating and Waterways. For more information about the Boating and Waterways Commission, visit www.dbw.ca.gov. Photos of all commissioners are available at <http://www.dbw.ca.gov/bwc.asp>.

Reprinted from California Department
of Boating and Waterways



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