

THE CYBA NEWS

July-October 2021

The California Yacht Brokers Association Newsletter

Newport Beach Yacht Club Hosts The CYBA Legal Seminar

The Bahia Corinthian Yacht Club was the site for the "in person" 2021 Legal Seminar and the topics were varied, and the pace was fast. A lot of information was digested over the course of the day. The yacht club provided a great lunch and a turnout of 80 members and associates were present. An additional 40 members participated "online" (a first for the CYBA) and it had some glitches but will be a feature in the future. Subjects included...

The New Marine Insurance Environment and Survey Matters. Topics here were: Why is it so hard to get marine insurance now? Are all Insurance policies the same? What are the most important aspects of a policy? Are there hidden traps in the policy and U.S. Carrier Policies vs. Foreign Carrier Policies. The presenters (panelists were: Laura Sherrod - Private Insurance

Services, Liz Howard - Private Insurance Services, Scott Jarvie - Overseas Insurance and Craig Chamberlain - Novamar.

The second part of that subject had the surveyors input and topics included: What does an

(cont. on page 2)



Newport Beach Mayor Brad Avery opens the Legal Seminar.

Board of Directors Elections

Dear CYBA Members,

We are looking for individuals to run for the CYBA Board of Directors positions. This is a 2-year commitment, you will have to travel occasionally for in person meetings (reimbursed) and be involved in various functions of the Board.

The requirements are, you

must be a current CYBA Broker or a Master Member.

These are elected positions and voted on by CYBA members. This is a great opportunity for people that want to assist in the growth and development of the CYBA.

If you think you might be interested, please submit your

name to me, also if you have any questions regarding the position please email or call.

Thank you.

George J. Sikich (President CYBA)

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from the PRESIDENT

**George Sikich, CPYB,
Kensington Yacht & Ship Brokers**

As Fall approaches most of us wonder what happened to this year. We have all been so busy we haven't had a chance to pace ourselves. The writing is on the wall as listings are drying up and quality boats are becoming harder to find. New boats are laughable at the time period to actually get one. Markets always change and what is next is very curious. The madness of the boat buyer will subside, boat owners that rushed into the market will have regrets. I see inventory picking up considerably by next spring. Meanwhile we still must slug it out.

For the next year we are finalizing our plans for the first ever CYBA sponsored boat show in Northern California (Venue still being determined) in April. As we have mentioned the CYBA has acquired Sail America and will proceed with their help to promote our show. We also will have

a great opportunity to promote our individual businesses through a special arrangement with the CYBA at yachtsforsale.com.

We were finally able to host our premiere event The Legal Seminar. It was the most attended Legal Seminar to date and very informative. The panel was magnificent, and everyone left feeling much more informed. Our next event will be the Annual Dinner which is slated for January 15th at The Pachanga Resort and Casino in Temecula.

Finally, as the year winds down we are looking for active CYBA Brokers or Master Members to fill upcoming open CYBA Board of Directors positions. It is a 2-year commitment and requires some travel to Board meetings (Reimbursed expenses) If you have any interest, please contact us.

**George J. Sikich CPYB,
CYBA President**

CYBA Legal Seminar... (cont. from page 1)

insurance company want to see in a survey?... Valuation Numbers in Surveys and Hurricane Coverage. The panelists were: Bill Trenkle - Todd & Associates, Inc., Lee Frain - Marine Surveyor and Bunker Hill - Marine Surveyor. Cris Wenthur was the moderator and kept the discussion lively between the panelists.

The next session was about Marine Engines and included this focus: Make Sure The Vessel Engines Are Legal And The Vessel Can Be Used For Its Intended Use. The guest was David C. Quiros from California Air Resources Board. His presentation... Who is CARB?, Is the Vessel Engine Legal and Can the Boat Be Used For Its

Intended Use?, Commercial vs. Recreational Use, Commercial vs. Recreational Engines and Can I Use a Recreational Engine in a Vessel to Be Used Commercially? Heady stuff and some were concerned about CARB's new regulations and how it would affect the recreational market.

Cris Wenthur and Trey Reeder (U.S. Customs Broker) then discussed these issues briefly as well: Importing a Vessel into the United States, Shipping a Vessel into the United States via Freight, Purchasing a Vessel Outside the United States and Changing Flag to United States.

Everything Mexico! This was

(cont. on next page)

a interesting session in that we had a panelist who could not enter the U.S. on her return from Germany and so was presented on video. Ah, technology! Topics included: Offering Your Vessel for Sale in Mexico and Selling Your Vessel in Mexico, Ownership Structure of the Vessel, MTIPs, The Power of Port Captains, Interplay Between Port Captains and Mexican Customs, Chartering in Mexico and Non-U.S. Residents Should Not be Using U.S. Entities. A basket full of questions followed! Included in the panel discussions was Yolanda Espinoza, Mexico Agent in Cabo and La Paz from the Barreda Agency.

Recent Updates to Washington State Rules, Topics: New Entity 60 Day Permits, New Limited Charter Rules for Non-Residents, Washington-NR Repair Affidavits, Can I Use My Boat During the 60 Day Permit and What If I Finish the Repair Job Early? Presented by Joyce Siden - Washington Department of Revenue and Peter Schrappen - CAE-Vice President & Director of Government Affairs, Northwest Marine Trade Association.

Chartering in San Diego Bay – The new Rules. Presenters were from the San Diego Port Authority, the USCG, Long Beach and San Diego DHS/United States Customs Office. We also enjoyed our own Dane Wenthur, leading the discussion.

The CYBA Contract – Forms Group. Here's a subject that created rapt attention as we move into a new era of customer contact. CYBA Forms Group, lead by Nick Friedman of the Shoreline Group and a CYBA Forms developer... and our DBW Representatives, Michael Beal (investigator) and Monica Cabral (licensing). Nick Friedman also gave a presentation on the new CYBA E-Signature program and a special incentive to sign up now.

The day closed with Cris Wenthur's favorite, STUMP THE CHUMP & OPEN QUESTION FORUM and everyone loved seeing friends and sharing experiences. Don't miss next year!



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10 Things To Think About

Summer has faded and all the precautions we took as boaters may have dimmed as well. But our season is a long one (some may say year-round) and being safe and good citizen boaters goes a long way to preserving our waterways...

1. Always wear a life jacket.
2. Ensure you have the right safety equipment on board.

3. Prevent oily discharge from the bilge... use oil absorbents.

4. Prevent fuel spills by using fuel bibs.

5. Do not add soap in order to disperse fuel and oil spills. It is ILLEGAL.

6. Minimize boat cleaning and maintenance in the water.

7. Dispose of hazardous waste properly.

8. Plan ahead! Manage sewage waste properly and use sewage pump outs.

9. Stow it, do not throw it and ditch the disposables for reusables!

10. Reduce grey water discharges. Use biodegradable and phosphate free soaps.

Asking CARB To Delay New Boat Engine Rules

Assemblymember Patrick O'Donnell (D-Long Beach) is circulating a letter among lawmakers asking the Air Resources Board to come up with alternatives to its draft rules for commercial harbor craft to meet stricter standards for conventional air pollution and greenhouse gas emissions.

The rules would cover fishing vessels, ferries, tug boats, tow boats, crew and supply boats,

barques and dredges; new requirements would start in 2023 and phase in through 2034, depending on the type of vessel. They also include limits on the number of hours that boats can operate in the areas of the state that are most overburdened by pollution.

Why should recreational boaters care? Because CARB is after the "big picture." Requiring manufacture of new recreational boats

to fit catalytic converters, requiring boaters to burn 85% ethanol based (bad for engines) fuel and restricting power output. What are those potential boaters going to do? Spend their money elsewhere.

What's next: CARB is expected to release the rules for a final public comment period and vote on them sometime in November.

(Based on an article by Debra Kahn, 8/30/21)

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Maritime Liens - Liens that arise by operation of law and give the lienholder a property right in vessels and the right to foreclose the lien in admiralty.

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~ STUDY SESSION AND TESTING ~

**Contact Jeff Merrill or Nick Friedman
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:

SO-CAL
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Jeff Merrill Yacht Sales, Inc.
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You may also respond to cpyb@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.

What's Changing In The Marine Insurance Business

**By Gary Clausen,
Twin Rivers Marine Insurance
Agency**



Marine insurance markets are tightening their belts. The changes our firm has seen in the past few years has been plenty. Insurance companies, like their reinsurance companies that insure them, are not making the proper profit to operate. Reinsurance companies are the companies that insure the insurance companies in a catastrophic event. Hurricanes, fires, floods, wind, aircraft disasters, personal injury... Reinsurance companies take over the cat loss at a certain amount, relieving the primary carrier of any additional financial responsibility. Reinsurance companies have not shown a profit since 2013. Consequently, companies have 2 choices, raise their rates to cover the ever-increasing costs of repairs, liability losses and the cost of doing business or, exit the class of business completely. In the past 5 years we have seen several companies leave the marine insurance business, leaving their policy

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ists to make sure your policy is placed with a company that is financially secure, treats each and

every client fairly and consistently with reasonably priced premiums.

Wood World

By Peter Zaleski

The 30th annual San Diego Wooden Boat Festival took place over Father's Day weekend, June 19th and 20th 2021.

There were approximately 50 wooden power and sail boats on display.

The sizes ranged from the smallest outboard powered, console driven vessel I have ever seen, (it could not have been more than 6 feet!), to power and sailboats in the 60-foot range.

Most of the boats were in fantastic condition, lovingly maintained and beautiful. There were a couple of projects...

The grace and beauty of the

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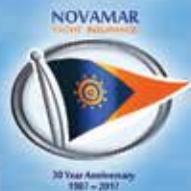


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West Marine Pro

Our West Marine Pro California Sales team would like to thank the CYBA for allowing us to be a partner.

Here is a list of our California sales team that are here to serve you:

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bygone era of wooden boats was wonderful to see.

Knowing what it takes to keep these vessels in the condition displayed was inspiring. Standing in the center of the display

brought me back to my youth with the odor of fresh varnish and the unique smell of wooden boats.

The 31st annual festival is planned Father's Day weekend in 2022 at Kohler Kraft Marine

Shipyard on Shelter Island in San Diego.

If you like "woodies," don't miss this event.



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Are Electronic Signatures Legal?

Electronic signatures (e-signatures), which demonstrate an individual's intent to agree to something, aren't new. Their acceptance and use in many countries around the world have been widespread for years. Over a billion users worldwide are comfortable signing documents electronically. But, are electronic signatures legal?

The short answer is yes, electronic signatures are legal. But what this question is really getting at is whether an e-signature can create a binding and enforceable contract. And again, the short answer is yes. Electronic signatures are widely recognised and accepted throughout the industrialized world, and they are also more secure than traditional paper-based signatures and thus less susceptible to forgery.

In the United States the Electronic Signatures in Global and National Commerce Act (ESIGN)

and the Uniform Electronic Transactions Act (UETA) were enacted to recognize the enforceability of e-signatures.

In fact, when e-signatures are combined with tamper sealing, strong authentication, world-class security and an audit trail, they can be more enforceable than wet signatures because of the court admissible evidence they contain.

That said, like anything in life, there are some exceptions (see the next question "Can legal documents be signed electronically?"). However, it's not that e-signatures can't be used in these situations but rather that they may be subject to additional legal requirements in order to be enforceable. You should always refer to laws in your jurisdiction regarding your specific e-signature use case.

Electronic documents and signatures are broadly enforceable for business and personal transactions in industrialized countries

around the world. Many legal documents can also be signed electronically, including:

- Litigation filings and documents, such as deposition transcripts, pleadings, motions, affidavits and settlement agreements. (Please check local court rules regarding electronic signature permissibility)

- Transactional documents, such as closing documents, disclosures, financings, legal filings, NDAs, real property transaction documents.

Here are some use cases that are not typically appropriate for e-signature or are not covered by ESIGN or other country-specific laws, such as the examples below. You should seek legal advice as to whether e-signatures are allowed in these situations and what the requirements are:

- Wills and other estate documents, family law matters,

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certain court orders and official court documents.

- Certain business use cases such as cancellation of utility services, termination of health/life insurance benefits, health/safety recalls, handling of toxic materials and notices regarding primary residence (e.g., a foreclosure).

Yes, electronic signatures are valid in all U.S. states and are granted the same legal status as handwritten signatures under state laws.

The District of Columbia, Puerto Rico, the Virgin Islands and 49 states have adopted UETA, and most of these have made few, if any, modifications to UETA. Only Illinois maintains its own independently developed laws, but they are consistent with UETA.

However, even with the slight differences among the states, there is enough consistency to permit all businesses to adopt a single process for electronically

signing agreements across the country for most use cases.

The terms "digital signature" and "electronic signature" are often used interchangeably, but they are actually different.

Digital signatures are a specific type of e-signature that has an additional signer authentication element. Digital signatures include a "digital certificate" that is issued only when the identity of the signer is validated, and they use a type of encryption called public key infrastructure (PKI) to associate a signer with a document and provide additional assurance as to the signer's identity.

E-signatures, on the other hand, cover the full range of technologies and solutions to create signatures electronically, from simple images of a signature attached to an electronic document to PKI-based signatures. A variety of capture methods can be used, such as:

- Typing your name in a signature box.

- Signing your name on a courier's digital device.

- Using an e-signature solution like DocuSign eSignature.

The extra steps needed to obtain a digital signature are unnecessary for many transactions in the U.S., so they are rarely used. An electronic signature, like those supported by DocuSign eSignature, is typically all a customer needs to create a legally enforceable document. For those instances where more authentication is required in the U.S. (e.g., certain transactions in regulated industries such as life sciences), tools like DocuSign standards-based signatures, can be used to digitally sign a document. This also applies to regions like the European Union, where digital signatures are more common.

The best approach is to evalu-

(cont. on page 12)



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ate whether there's a need for a digital signature, and if not, why complicate things? Keep it simple

– especially since a DocuSign eSignature without the digital certificate is just as secure and

will always include the DocuSign Certificate of Completion.
(Published by Docusign)

Boat Registration And Quagga/Zebra Mussel Fee Stickers Now Offered Separately, Mussel Sticker Available To Purchase Online

Sacramento – The California Department of Motor Vehicles is advising boat and vessel owners that registration and the Quagga and Zebra Mussel Infestation Prevention Fee stickers are now available as separate transactions online. This change comes after the California State Parks' Division of Boating and Waterways revised its rules to meet federal requirements.

Quagga and Zebra Mussels pose serious risks and costs to recreational boat owners. The mussels can block a boat's engine and cause overheating, increase the drag on the bottom

of a boat, and/or jam a boat's steering equipment. The spread of these invasive freshwater mussels also threatens aquatic ecosystems and fisheries, water delivery systems, hydroelectric facilities, agriculture, and the environment in general.

The DMV will send renewal notices to all registered boat and vessel owners starting in September and registration is due by December 31, 2021. The renewal notices will no longer display the mussel fee, nor will there be an option to purchase the sticker at the same time the registration is renewed. While a sticker is re-

quired for boats that operate in fresh water, the sticker and registration card will be purchased and mailed separately. State law requires boats and vessels registered in California to display the sticker if they are operated in fresh waters. This includes inland waterways, rivers, lakes, reservoirs, wetlands, and the Sacramento-San Joaquin Delta. Owners of vessels used exclusively in marine waters are exempt from purchasing or displaying the sticker, as are exempt government vessels. Failure to properly display the sticker may result in denial of

(cont. on page 14)



A Unique Classroom for our Professional Mariner's Program

Boat Donations

The Marine Programs at the Orange Coast College School of Sailing and Seamanship is located at the Newport Beach Campus. OCC is one of the nation's largest nonprofit public boating education institutions with a fleet of power and sailboats comprised of donated vessels and those purchased from proceeds of other gifts.

If you, or a client, are interested in donating your boat, please contact Brad Avery the Director of Marine Programs. He can be reached at (949) 645-9412 or email him directly at bavery@occ.cccd.edu.

(photo: OCC's Training Vessel Nordic Star)



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- Vessel Stock Purchase Agreements with or without post-closing merger restructuring to avoid future inefficient, expensive or illegal ownership structures.

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The WLG Team – The Staff

Hailey Siden, Office Manager (Vessel, Aircraft, Property Taxes)
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Jack Zabel, Legal Assistant (Vessel Matters)
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The WLG Team – The Attorneys

WLG believes it is the most efficient maritime tax firm in the world with a full staff ready to serve your needs.

Cris John Wenthur, LL.M.

(619) 398-9050 Ext. 201 / cris@wenthurlawgroup.com

Dane C. Wenthur, Attorney

(619) 398-9050 Ext. 202 / dane@wenthurlawgroup.com

Ashley A. Harris, Attorney

(619) 398-9050 Ext. 203 / ashley@wenthurlawgroup.com

access or citation. The DMV created a web page allowing boat and vessel owners the opportunity to purchase the Quagga and Zebra Mussel sticker. Customers are encouraged to buy the sticker online at dmv.ca.gov/musselfee and will no longer have the option to buy a sticker via telephone, mail or third-party vendor.

The \$16 sticker fee provides funding for infestation prevention and education efforts through grant funding, administered by the Division of Boating and Waterways, to eligible agencies for Quagga and Zebra Mussel prevention programs at reservoirs that allow boating and fishing, and supplementary funding for

California Department of Fish and Wildlife prevention activities. Boat and vessel owners can complete their registration online at dmv.ca.gov/online. Customers can also get more information about title transfers, access forms, and review fees on the DMV's boat and vessel owner's page.

San Leandro Marina

A Northern California marina has been removed from viability by a non-supportive city government that does not see the value of recreational boating. San Leandro Marina, once home to hundreds of boats, now is closed and by the photo shown is not even accessible. As marinas fall to developers that see no value in them the supply of available slips is diminishing. And yet, Boating & Waterways says they have loan

and grant money that's not being taken advantage of now. Hard to understand. San Leandro Marina

was once the home of the Northern California Marina Association boat show.



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Forms Corner

By Nick Friedman

By now most of you are using the new version of the CYBA Forms and are familiar with the new Listing and Purchase Agreement Amendments, the Initial Counter Offer Response and the updated Survey Waiver. With some input from The Division of Boating and Waterways we will be making some small modifications to the forms so that they continue to conform to their latest audit and legal requirements.

The big news is in the new e-signature delivery system and storage possibilities now available. We have chosen CITRIX SYSTEMS RightSignature e-sign program and their ShareFile program which combined make it easy to send out for signature and distribute the contracts, then store all signed and relevant documents on a private cloud-based storage program.

We have reserved one hundred licenses from Citrix that

cover both programs. They are available on a first come first serve basis to our membership. You will need one for each office. The cost is about \$16.00 a month per license. We will bill \$195.00 annually for this service in addition to our current membership dues. The program will allow any documents to be sent for signature and is not restricted only to the CYBA forms. That way there is no need to continue with another e-signature program for unrelated signatures. The only restriction is that only one person per license can be on the program at any given time. Occasionally if two salespeople are wanting to send a document out at the same time one may have to



wait a few minutes.

The ShareFile storage program is easy and convenient. At the user's choice, one can create a deal folder and load contracts, surveys, other due diligence, e-mail correspondence and more. This should help organize deal folders and provide easy access when out of the office.

We are excited about this offering and urge you to reserve your license before we run out. Our plan is to have a training video on the CYBA website in November, but the system is straight forward. Contact Don Abbott at 775-745-6565 or Don@CYA.info. For questions about using the forms contact Nick Friedman at 310-748-5409 or yachtbroker@pacbell.net. Private tutoring is also available by the hour.

Call Kimberly at 213-798-5117 or kimberly@kimberlyfor yachts.com

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Bill Update

From Platinum Advisors

These measures appear on the legislative tracker, and all appear to be moving to the Governor:

- AB 332 – Authorizes treated wood waste (TWW) to be managed under alternative management standards (AMS) instead of as a hazardous waste.

- AB 335 – Exempts from the California Consumer Privacy Act's (CCPA) right to opt out certain information related to vessels that is retained or shared in connection with a vessel warranty or recall, as specified.

- SB 273 – Authorizes a municipal wastewater agency to enter into agreements with entities responsible for stormwater management for the purpose of managing stormwater and dry weather runoff.

- AB 817 – This bill would, until January 1, 2030, authorize

the director to issue a 12-consecutive-month sport fishing license and provide an option to display a sport fishing license electronically on a mobile device, among other things.



Budget Update


The budget is largely settled with a record spending plan in excess of \$200 billion. Way down in the weeds was the budget change proposal from the Department of Parks and Recreation that would have increased boater fees by over 200%. Stout opposition led by the RBOC, and record budget surpluses led the Legislature to nix the fee increase. Although a modern eco-

nomic study of boating impacts in CA isn't specifically called out in the final budget augmentation, I expect it will be a topic for the stakeholder group which is detailed in the following budget bill language:

The Department of Parks and Recreation shall, in consultation with stakeholders and staff of the relevant fiscal and policy committees of the Legislature, develop a fee proposal that includes a combination of fee increases, expenditure reductions, and other actions designed to keep the Harbors and Watercraft Revolving Fund in structural balance on an ongoing basis. The department shall present this proposal to the Legislature for consideration no later than January 10, 2023.

Beau Biller,
CYBA Lobbyist

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CYBA Board Of Directors Meeting

(ON-LINE)
(9:00) OCT 6TH 2021

CALL TO ORDER: 5:07

DIRECTORS PRESENT: JR
MEANS, LEILANI WALES,
MARK WHITE, MIK MAGUIRE,
GEORGE SIKICH, DENNIS
MORAN, NICK FRIEDMAN,
PETER ZALESKI

GUEST(S): BENJAMIN LACEY

APPROVE MINUTES: JULY 7th
MEETING (approved, online)

FINANCIAL REPORT: Mik Maguire
-Went over P&Ls and Balance
sheet. Group discussed
the costs associated with
the legal seminar and the
temporary reduction in the
director's compensation. Mik
reiterated that additional
income will be necessary
to balance the upcoming
budget. Nick 1st, JR 2nd.
Unanimous approval

CORRESPONDENCE: Don Abbott
- none to discuss

MEMBERSHIP: Peter Zaleski-
Shared that there have been
10 new sales members and
3 new Master members that
have signed up since the last
meeting.

FORMS: Nick Friedman- Don
Abbott explained that the
most recent invoicing for
electronic signature feature
has come in and group
discussed the licensing
agreement details. CYBA has
the ability to offer a special
deal to members for the first
100 people that sign up.
Group discussed the pricing
strategy of this service and
discussed the ability of Nick's
employee to offer training on
the RightSignature process
for offices and individuals
desiring help with the
system.

JR moved that starting Nov. 1st
members will have to pay
\$195 for an annual license
to use RightSignature. Peter
2nd - unanimous. Nick will
present this new offer.

SPECIAL REPORT: Don Abbott

LEGISLATION: Tony Faso, Mik
Maguire - Tony explained
that he will be attending the
MRA convention in La Jolla
this upcoming week and
Peter added that he will be
able to attend a portion of
it as well. Tony explained
that he and Dean West had
been in discussion and that
Dean will be in attendance
for a portion as well. Mik
explained that the effort to
close down some fisheries.

SPONSORSHIP: George Sikich

SHOWS/EVENTS: Mark White,
Peter Zaleski - Mark
explained that he had a
lengthy conversation with
Jim Behun and he confirmed
that there WILL be another
Sunroad show, but likely at
another location. The CYBA
boat show is still scheduled
for April 7-10, 2022.

LEGAL/ARBITRATION: Chair,
Dennis Moran - Explained
that there has been very
little formal activity in the
last year plus... There have
been mediations, and
conflict resolution. Dennis
shared a story of yet another
disagreement relating to
"missing inventory." He
explained that this is one of
the most common problems,
and can easily be avoided
using a prepared "inventory
list." Another story included
the scenario wherein the
seller "went around" the
broker and sold the boat
himself.

LEGAL SEMINAR: JR Means -

George will speak with Chris
Wenthur in the morning to
discuss a time for the CYBA
to make their presentation at
the legal seminar.

NEWSLETTER/WEBSITE: Editor,
Mik Maguire - Next issue
content is now due. JR
offered the idea of contacting
some local colleges to see if
a Journalism student might
be willing to do some work
for the CYBA Newsletter. Nick
F agreed to reach out to his
contact for this ask. Leilani
will ask around as well.

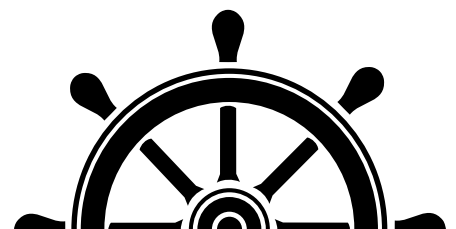
GEO: Chair, Leilani Wales -
November 3rd will be the
next meet-up. The location is
yet to be determined. Don A
mentioned that the budget
for this event may be tight.

ANNUAL DINNER: Don Abbott,
Mik Maguire - The latest
locations being considered
are mainly in California
as the Mexican Govt.
has recently limited the
occupancy rates in hotels
nation-wide. Pachanga is
an option and Don will
be calling to see what the
details would look like. This
will be set for middle of
January.

NEW BUSINESS: Board discussed
the upcoming elections and
briefly discussed potential
candidates.

NEXT MEETING: WEDNESDAY,
DECEMBER 1, 2020 (VENUE
TBD)

Adjourned 7:39 p.m.



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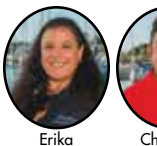
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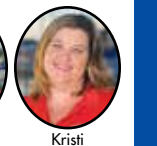
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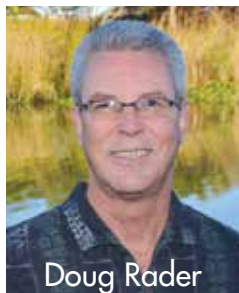
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Membership Report

From Peter Zaleski

Membership applications continue to be submitted at a record pace.

Applicants list Camaraderie, Education and Forms access as prime reasons for joining. New Salesperson members this quarter include:

Robert Petrina, Sean Kisner, Steven Lassley, Chad Delanmoy, Christopher Alvarado, Scott Lowry, Stephanie LaChance, David Austin, Catherine Baganz, Herbert Lork, Kyle Roberts, Nicole Cook & Barny Fie.

New Broker Members this quarter are: Scott McNerney, John McCarthy, Donald Marchi and Robert "Darren" Plymale.

Danielle Yee signed up for an Administration Membership.

At press time we have: 120 Master Broker Members, 35 Active Brokers, 128 Salespeople, 44



Affiliates & 4 Administrators.

There are 314 Licensed Brokers in California, almost 50% are CYBA Members.

There are 644 Salespeople licensed, about 20% are CYBA members.

Everyone in the business should be a California Yacht Brokers Association member. Please encourage any non-members you know to join us!

I am available at 619-857-2349 for any questions.

Peter Zaleski,
CYBA Membership Chairman

CYBA/Strictly Sail Boat Show Comes To South Bay

A joint venture with the California Yachts Brokers Association and Strictly Sail has resulted in a planned boat show at West Point Harbor & Marina for the Spring of 2022. This site allows access to the boating interests in Silicon Valley as well as easy access from San Francisco and the East Bay.

This facility has the latest in harbor amenities and was nationally awarded "Gold Anchor Marina."

Space allotments, land and slips, are being handled by Jorgen Batemen, who prior to this, managed the Strictly Sail Pacific show in Richmond, California. Jorgen is also the show manager for the Sacramento Boat Show.

The planned show dates are April 7-10, 2022.



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CYBA Partners With Marine Associations

Your CYBA legislative representatives Tony Faso and Dean West, along with Board member Leilani Wales and CYBA member Michael Wales met at the conclusion of the Marina Recreation Association conference in mid-October with fellow California boating associations to discuss common interests, concerns, and action plans for the coming year. At this stakeholder's meeting, were representatives and lobbyists from the National Marine Manufacturers Assoc. (NMMA), Marine Recreation Association (MRA), Recreational Boaters of CA (RBOC), BoatUS, and the CA Association of Harbor Masters and Port Captains.

These associations, through

their collective lobbyists, have been working together on issues effecting our industry and California's boaters. We agreed a few years back to work in unison when we can. Utilizing this recent group consensus-mentality, we have thrown support to one another to push back on regulatory over-reach, funding issues with the Division of Boating & Waterways, increased fee proposals, access, water quality issues and more. Speaking in unison, and delving into issues from several perspectives, makes recreational boating associations much more formidable when coming up against radical agendas that have the potential for greatly impacting recreational boating and access to

the state's lakes, rivers, and ports.

Proactively addressing the many issues that confront our industry each year, enables your CYBA to get out in front of federal, state, and local mandates, regulations, taxes/fees, and restrictions BEFORE they cripple our industry and chase our clients away. It is one of the most important tasks that we undertake for our membership and for all California boaters.

Please inquire as to how you, and your office, can help us. Your participation and comments are always appreciated.

Dean West – Dean_West@yahoo.com

Tony Faso – Tony@deltamarinesales.com

Free Virtual Freshwater Aquatic Invasive Species (AIS) Prevention Workshop For California Waterways Users!

Join us!

Everyone accessing California's waterways is invited to learn how to prevent the further spread of freshwater aquatic invasive species (AIS) into uninfected waterways. This free virtual workshops will help the public learn how they can recognize freshwater AIS in their region and how to take action to prevent them from spreading.

Workshop participants will:

- * Gain an understanding of the impacts freshwater AIS have on the environment;
- * Learn to recognize them in their region;
- * Learn how to take action and prevent spreading freshwater invasive species by inspecting and cleaning equipment and watercraft.

Advance registration is required here (You must register to attend by Monday, November 15th, 2021)

Date: Wednesday, November 17th

Time: 9 am - 12 pm

The workshops are being hosted by California State Parks Division of Boating and Waterways, California Coastal Commission, California Department of Fish and Wildlife, and the U.S. Fish and Wildlife Service.

Hi, just a reminder that you're receiving this email because you have expressed interest in receiving clean boating information. Don't forget to add vmatuk@coastal.ca.gov to your address book so we'll be sure to land in your inbox! You may unsubscribe if you no longer wish to receive our emails.



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Membership Information

For complete list of CYBA Member Benefits, please see our separate Member Benefits page at CYBA.info. Be sure to read the CYBA's Code Of Ethics and By-Laws as well.

Membership Rates:

Master Member

(Owner - Broker of Record):

Initiation Fee	\$200
Yearly Dues.....	\$348
Total	\$548

Broker

(Working for a Master Member):

Initiation Fee	\$50
Yearly Dues.....	\$48
Total	\$98

Salesperson

(Working for a Master Member):

Initiation Fee	\$50
Yearly Dues.....	\$48
Total	\$98

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Calendar Of Events

Oct. 27-31	Ft. Lauderdale Intl. Boat Show
Oct. 31	Baja Ha-Ha Skipper Check-in, SD
Nov. 4	SF55C Castaway Gala, Sausalito
Nov. 11-14	Fort Myers Boat Show
Nov. 11	Veterans Day
Dec. 4	Oakland/Alameda Holiday Boat Parade
Dec. 6-9	MRAA 2021 Annual Marine Dealer Conference & Expo
Dec. 11	MDR Holiday Boat Parade
Dec. 15	Newport Beach Christmas Boat Parade
Jan. 2022	Los Angeles Boat Show Date & Time TBD.

