



the CYBA NEWS

Spring 2025

The California Yacht Brokers Association Newsletter

50-Year Celebration

The Queen Mary. Yes, the 50-year celebration of your California Yacht Brokers Association was experienced on the water (appropriate) at a venue that could only be described as 'classy'! Before anyone who didn't attend starts thinking, "with all the current expenses the CYBA is experiencing, how could we afford this?" ...it happened with member participation (sold out) and generous sponsorship from our partners in the marine industry (more about them later).

Walking into the venue, members and guests were greeted by a professional photographer,



tarot reading and a psychic (CRC Marinas...just for fun) and a well-staffed libation island (sponsored by Wenthur Law Group and Marine Group Boat Works). Tasty hor d'oeuvres from Wake Lending were

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Letter From The President

ANTI-TRUST LAWSUIT AGAINST CYBA

After a trying seven months, we are pleased to announce that the proposed Class Action / Anti-Trust lawsuit filed by Ya Mon Expeditions LLC against the CYBA and other codefendants has been dismissed by U.S. District Court Judge K. Michael Moore in the United States District Court Southern District of Florida.

On Tuesday January 21, 2025, Counts I, II, & III were all Dismissed Without Prejudice.

Judge Moore summed it up quite well when he stated in his order: "In considering the allegations set forth in the Complaint, the Court cannot conclude that Defendants' actions amounted to anything more than their unilateral and reasonable decision to conduct business with licensed professionals, rather than individuals who may be unexperienced or unfamiliar with the process of selling a used yacht".

Although certainly fantastic news, CYBA legal defense council, Christopher Brainard states, "the Plaintiffs have 21 days to file an amended complaint, but we feel very confident at this point."

President Mark P. White adds: "I am proud of the California Yacht Brokers Association and our members for keeping their faith and resolve during this past several months as we took the initiative to defend ourselves and the brokerage community of California against these unjustified claims. Under the budgetary restraints that the association operates daily, we are extremely grateful for the donations gathered for the CYBA Legacy Fund and the contributors to the Go fund me Page that assisted in this defense. Our efforts to set standards for the industry, which goes beyond



of which are required by law, will continue to be in focus as we strive to protect the consumer. This lawsuit proved to be a weight on our shoulders but in the end, the face of common respect and adhering to our code of ethics prevailed and I thank you sincerely for both."

On Friday March 7, 2025, the Ya Mon Case has just been "stayed" for "short time" by the district court while the Plaintiffs seek clarification from the 11th Circuit regarding Yatco's appeal on their denied motion to compel arbitration. This should delay the case approximately 30 days at least, but there is no telling how long the stay will remain in effect (Federal courts control their own calendars).

In general, delays usually favor the defense since evidence is lost, witnesses forget, and statutes of limitations pass. The further upside is that Plaintiffs are now forced to have to get permission from the 11th Circuit to proceed with filing the Second Amended Complaint against the other parties to the action, which is another obstacle for Plaintiffs that creates delays and added expense on them.

We appreciate your continued support as we fight the good fight.

President Mark P. White – CYBA

50-Year Celebration... (cont. from page 1)

appreciated. The room was beautiful thanks to the table top gifts supplied by CRC Marinas and the Annual Dinner Committee (Chair Leilani Wales, Joni Geis, Gale Strickland, Susan Nufer & Natalie McCollum.) Guests were greeted by a jazz band (sponsored by Blu Marine Group) who were 'recording studio' ready!

A professional magician wowed the party with things that were truly unexplainable! (sponsored by CRC Marinas)



Mark P. White, CYBA President, started the announcements, after guests mingled and enjoyed friends they hadn't seen in a while and faces put to names they've never met. Introducing the past presidents in attendance (all looking very fancy) and the new CYBA Board of Directors, Mark took time to acknowledge the history and importance of our association. Dean West, past president talked about the importance of ethics in our business and the pride we should take in ourselves for being professionals.

Mik Maguire, CYBA past president and returning director, called attention to Don Abbott, past executive director, in attendance. Ty Mellott, our current executive director, was scrambling around the

room, making sure everyone was enjoying themselves, assembling prize giveaways, issuing drink tickets, fixing problems...until we were all exhausted watching him!

The Queen Mary really is a

gorgeous example of opulent cruising. Completed in 1934, she transported the rich and famous across the Atlantic until conscripted during World War Two, when her new task was to get thousands of new





heroes to Europe in support of the war. The décor and history on board was incredible and sets a new standard for future Annual Dinners!

Annual recognition awards were next, starting with the presentation of the Merle B. Parke Award to Bob Nahm (Seacoast Yachts) presented by Beau Biller (our Platinum Advisors lobbyist in Sacramento)... and last year's winner and the 'Women of the Waterfront' award, accepted by a deserving Kathi Krencik Ford of Reliable Documentation.

Last, but certainly not least, Jeff Merrill CYBA, past president, stepped to the podium and gave a warm welcome to our sponsors and affiliates in the room announcing and handing out gift card prizes with the help of Joni and Leilani ...and left the door open for new businesses to join us in the future.

Raffle prizes were contributed by all CYBA Sponsors with added giveaways provided by Reliable Documentation, Doug Wright, Marine Surveyor, Law Offices of Paul Trusso, Jill Paterson and Dona Jenkins Maritime Documentation. The whole experience visually came together through the hard work of your Annual Dinner Committee who worked to create a beautiful room fitting this proud ship and the style she represents. The band returned and the camaraderie continued and as guests left, a resounding expression was heard..." see you next year!" Yes, you will as the annual dinner committee is already hard at work in planning for 2026. Thank you from your CYBA Board of Directors.

Sponsorship article for CYBA Newsletter

Thank you for being a valued CYBA Sponsor.

One of the promotional opportunities we have available, and we encourage you to take advantage of, is writing an article for the CYBA newsletter.

These articles should be focused on subject matter that includes latest news in your part of the business and/or general information that you feel would be beneficial to the yacht broker community.

If you are not sure where to start, your CYBA Director contact and our sponsorship chairman can help with suggestions, content and copy. We do not want these to be "advertisements" for your company and services (you already have an ad in each issue) but the intent is to showcase your knowledge and share your expertise as a general advisor.

Ideally your article will be 500 – 800 words long and include a photo or relevant graphic. Examples below:

- **The Four R's of Yacht Brokerage** - Jeff Merrill
- **Wooden Boat Insurance** - Craig Chamberlain
- **Current State of Yacht Brokerage Business**
- Wayne Goldman

About CCA California

Our Objective

To conserve, promote and enhance the present and future availability of coastal resources for the benefit and enjoyment of the general public.

About CCA

The Coastal Conservation Association (CCA) was initially created in 1977, after drastic commercial overfishing along the Texas coast had decimated redfish and speckled trout populations. A group of recreational anglers gathered to create the Gulf Coast Conservation Association. Only four years later, gill nets along the Texas coast were outlawed and both red drum and speckled trout were declared game fish.

The successful conservation movement that started with the "Save the Redfish" campaign got the attention of anglers across the Gulf and by 1985, chapters had formed all along the Gulf Coast. CCA continued to grow within the South- and Mid-Atlantic regions in the 1990s, and now have chapters formed up and down the West Coast. There are now 19 states with 226 local chapters that have a growing membership of 126,000 members.

Our Story

The Coastal Conservation Association of California (CCA CAL) was created in 2015 when recreational anglers and outdoor enthusiasts grouped together to work for the conservation and enhancement of our marine resources and coastal environments.

Today, we are working to protect not only the health, habitat and sustainability of our marine resources, but also the interests of recreational saltwater anglers and their access to the resources they cherish and use on a daily basis.



What We've Done For Anglers In California

- Continue to fight against fishing tackle and lead bans
- Fought to keep Bluefin from becoming listed as an Endangered Species
- Continue to fight against destructive fishing gear that hurts our resources
- Protect against unfair fishing regulations
- Continue to support and expand finfish hatchery programs
- Continue to fight for artificial and restoration reefs
- Support programs to increase fishing opportunities



California's Only Foreign Trade Zones Dedicated to Yachts

BY KITTY PERSSON

San Diego-based Marine Group Boat Works and Fifth Avenue Landing marina have recently been approved Foreign Trade Zones (FTZ), the first and only FTZ in California dedicated to yachts. This is a boon for the West Coast yachting industry—it allows foreign flagged yachts for sale to moor in San Diego without having to pay hefty import duties and fees unless they secure a U.S. buyer.

“Typically, if a foreign yacht owner wants to market to American buyers, they must pay about 1.5% of the value of the vessel in Customs import duties and fees upon entry to the U.S. On a \$5 million yacht, that’s \$75,000 before they even know if they will be able to find a buyer,” said MGBW President Todd Roberts. “Now, they can come to San Diego, moor their boat, start showing it to potential

buyers, have maintenance done, and even leave with it temporarily to attend boat shows, all without having to worry about taking a major financial hit before a sale is made.”

FTZs are secure areas located in or near CBP ports of entry, where goods can be imported, stored, and processed without being subject to the usual customs duties and regulations. The purpose of the FTZ is to encourage international commerce, stimulate economic growth and promote American competitiveness by providing duty and tax benefits, as long as certain conditions are met.

Owners of foreign-flagged vessels are prohibited from engaging in commerce or trade while on U.S. soil or in American waters unless they pay for them to be imported. If they wish to show the boat to a potential U.S. buyer, they must move the boat at least three miles offshore (into international waters) or enter a designated FTZ for yachts to avoid the duties and fees. Until now, these FTZs were primarily in Florida, Rhode Island and Washington.

Marine Group Boat Works is recognized worldwide as the premier yacht refit facility on the West Coast, with approximately one-third of its business devoted to this sector. Its FTZ designation will allow it to better serve its international customers by providing an additional level of convenience and service, while also opening the door for bringing new business to the region.

A 2002 study in Florida found that every \$1 in yacht repairs translates into \$7 for the local economy. Studies by the Maritime Industries Association of South Florida calculated an economic impact of \$12 billion annually for their local economy. Following this same formula, Marine Group Boat Works estimates it has made a \$1.2 billion impact on the San Diego economy since opening its superyacht facility in 2007.

According to the 2023 National Marine Manufacturers Association (NMMA) Economic Impact study, \$17.3 billion can be attributed to the California recreational boating industry. This industry supports 2,893 California businesses and generates 48,587 jobs.

Kitty Persson is the Client Relationship Manager for Marine Group Boat Works and FTZ contact. For questions or FTZ slip reservations, please contact her at kitty@marinegroupbw.com or 619-427-6767 ext 134.



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From Exploration to Conservation: How SeaKeepers Mobilizes the Boating Community

CONNECTING SCIENTISTS, EDUCATORS, AND VESSEL OWNERS FOR A HEALTHIER OCEAN

The International SeaKeepers Society, better known as SeaKeepers, is a global nonprofit dedicated to advancing ocean conservation through partnerships with the yachting and boating community. By transforming privately-owned vessels into cutting-edge research platforms, SeaKeepers connects scientists and educators with vital resources to study and protect the world's oceans.

Through programs supporting oceanographic research, citizen science, marine debris cleanups, and educational initiatives, SeaKeepers fosters stewardship of marine environments. By engaging vessel owners, marine enthusiasts, and ocean advocates, the organization strengthens the connection between the boating community and ocean conservation, inspiring action to combat global marine challenges.

A Legacy of Ocean Stewardship

Founded in Monaco in 1998, SeaKeepers was established by a group of yacht owners who recognized their shared responsibility to protect the world's oceans. Determined to make a difference, they united their passion for the sea with a mission to support marine research. Today, SeaKeepers continues its legacy through the DISCOVERY Program, which is comprised of Scientist-Led Expeditions, Citizen Science outings, Educational Outreach events, and Community Engagement activities.

DISCOVERY Program

The SeaKeepers' DISCOVERY Program offers vessel owners a once-in-a-lifetime opportunity to contribute to marine research and conservation efforts while exploring the world's oceans. By partnering

with scientists and researchers, vessels serve as floating research platforms, enabling crucial data collection on ocean health, biodiversity, and environmental changes. This immersive experience allows vessel owners to become engaged directly in oceanographic discovery, fostering a stronger connection to marine conservation.

The level of involvement for a vessel and owner can range from providing depth data from navigation instruments while at-sea to hosting a floating classroom for children on the water or even taking part in multi-day expeditions alongside top marine researchers. Whether you contribute time aboard your vessel to others or help advance oceanographic research by doing Citizen Science projects, there are endless ways to leave a lasting impact. The key to driving these initiatives is the ongoing identification of vessels that can support educational, conservation, and research efforts across the globe. With the rise of cutting-edge technologies and projects, vessels now have the power to revolutionize ocean conservation from virtually anywhere on the planet.

Scientist-Led Expeditions & Citizen Science

Pillar Coral Restoration with the Perry Institute for Marine Science – Andros

One of our recent Scientist-Led Expeditions took place in the waters surrounding the Bahamas, where we joined Dr. Valeria Pizarro and her team from the Perry Institute for Marine Science to combat the growing threat of Stony Coral Tissue Loss Disease (SCTLD). The mission: rescue and preserve the last remaining pillar corals before

it's too late. The researcher's goal was to collect coral fragments from vulnerable colonies to aid in the ongoing rescue efforts aimed at preserving critical coral species, such as the pillar coral. With the assistance of SeaKeepers and the generous crew of the DISCOVERY Yacht Ammonite, this expedition provided critical intervention for marine life in the region.

SCTLD is rapidly spreading from Florida to nearly all the Bahamas, wiping out entire coral colonies in mere weeks. This aggressive disease has already led to the extinction of pillar coral in Florida, and now the Caribbean faces the same dire fate. Scientists at the Perry Institute are racing to prevent this catastrophe by collecting and preserving coral fragments in biosecure facilities. Without urgent action, the future of Bahamian reefs hangs in the balance.

Dr. Valeria Pizarro, PhD, shares: "In the last year, we have been expanding our current program to a national scale by conducting training, undertaking scientific research, and deploying proven treatment protocols to prevent the spread of this disease and reduce its impact in areas where it has already taken hold. Additionally, we have identified key actions needed to ensure the future of Bahamian reefs, such as (a) maintaining antibiotic treatment for SCTLD-affected, highly susceptible coral colonies in prioritized reefs around The Bahamas, (b) launching restoration projects to understand the best methods for accelerating coral restoration as SCTLD becomes endemic and marine heat waves occur, and (c) saving coral species that are at high risk of extinction due to SCTLD in biosecure rescue facilities."

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While on an expedition, Dr. Pizarro expected that the northern reef sites of eastern Andros would already be impacted by the disease. To her alarm, the signs of destruction were even worse than anticipated. Vast wastelands of dead coral skeletons painted a grim picture. But there was hope. The team discovered a number of healthy coral fragments, which could be used to regenerate new colonies. Had the expedition occurred just one week later, those same colonies would have been lost forever.

Corals are the foundation of healthy reefs and a critical component of marine ecosystems. Without thriving coral reefs, the entire marine environment would suffer a cascade failure, affecting all aquatic life. This issue is especially pressing for island nations like the Bahamas, as well as other coastal regions around the world. This vital work was made possible by the generosity of the crew aboard the DISCOVERY Yacht Ammonite.

Tracking White Sharks with Environmental DNA



SeaKeepers' ground-breaking Tracking White Sharks with Environmental DNA (eDNA) project puts the power of marine research into the hands of citizen scientists. By collecting water samples during expeditions, vessel owners and crew help track the elusive movements of these apex predators through genetic traces they leave behind.

Using this advanced technique, researchers can now examine shark populations without physically observing them, providing vital information on their migratory habits,

habitat preferences, and general health – key information for shaping future conservation efforts. This project is an unparalleled opportunity for yacht owners, divers, and ocean enthusiasts to take an active role in shark conservation. By gathering eDNA samples in key locations, participants expand the scientific understanding of white shark distribution, ultimately supporting efforts to protect these iconic creatures and their ecosystems. Vessels can join this thrilling initiative today and become part of the movement to protect one of the ocean's most legendary predators.

Participate in the Seabed 2030 Project: Mapping the Unseen World

SeaKeepers continues its collaboration with the Seabed 2030 Project and the IHO Data Center for Digital Bathymetry (DCDB) at the National Centers for Environmental Information in Boulder as part of the global initiative to map the entire ocean floor by 2030. To gather bathymetric data from volunteer observers, we jointly supply and operate small hardware data recorders. This ambitious project aligns with Sustainable Development #14: Life Below Water, aiming to preserve and use the oceans, seas, and marine resources in a sustainable manner.

Any vessel can participate by collecting and transferring bathymetric data using simple-to-install loggers, which easily interface with current navigation systems. By contributing to this global effort, volunteers provide crucial insights into the deep sea, aiding scientists, conservationists, and marine policy makers worldwide while ships are performing standard maritime tasks. By visiting isolated and frequently unexplored areas, volunteers offer priceless information that helps build a comprehensive ocean map, benefiting researchers, scientists, and marine conservationists everywhere.

DISCOVERY Program Application

If you're inspired to take action along with other fellow boaters, it's time to enroll in the DISCOVERY Program and help support marine science and conservation. Your vessel could be the key to unlocking new discoveries that change the course of ocean conservation forever.

Vessel Donation Program

The Vessel Donation Program offers a unique and impactful opportunity for vessel owners to make a lasting impact on ocean conservation efforts. By donating your vessel to SeaKeepers, you directly fund crucial research and educational programs that help protect and preserve marine ecosystems. Whether your vessel is used for scientific expeditions, environmental monitoring, or community outreach, your contribution directly supports advancing global marine conservation initiatives.

Beyond supporting marine conservation, donating your vessel may also provide valuable potential tax benefits. SeaKeepers ensures that each donated vessel is strategically utilized to maximize its impact. To learn more about how your vessel can make a difference, visit SEAKEEPERS.ORG.

SeaKeepers continues to expand its mission across the globe, with active chapters in Asia, the United Kingdom, the South Pacific, and the United States. Through the collective efforts of vessel owners, ocean advocates, and supporters, the organization is driving meaningful change in marine conservation and scientific discovery. Whether you contribute your vessel and participate in research initiatives through the DISCOVERY Program, or you make a charitable donation through our Vessel Donation Program, you can be a part of this global movement. Join SeaKeepers in protecting our ocean by visiting SEAKEEPERS.ORG today.



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Active / Founding Member

Your New Board of Directors

January 11th Board of directors meeting for the CYBA bought a new director in, Chris Herman of West Coast Yachts and the return of Mik Maguire with Richard Boland Yachts. A passionate goodbye was given to Leilani Wales for her service. Leilani will continue to chair the 'Women of the Waterfront' award and GEO program for CYBA. George Sikich after completing his last term did not run for re-election was recognized for service but will continue as Newsletter Editor. Mark P. White has another year as your president and will continue as Boat Show Chairman. Dean West,

Vice-President is the Legislative Committee Chair and Ethics chair and will continue in those rolls. Jim Muller has agreed to continue as Secretary and Mik Maguire will be the new Treasurer. Chris Herman agreed to help President Mark in numerous tasks and Nick Friedman remains as Forms Chairperson. Jeff Merrill was a guest and agreed to continue as Sponsorship Chair. Peter Zeleski is already working on the Fall SoCal Legal Seminar as chair for that project. Chuck Ullman is helping with Social/Media. Dennis Moran is the key to our successful Arbitration program and will continue until we find a successor. Shelley Shea

not only hosted our meeting at Galati Yachts California Inc. (thank you!) but proudly serves with Nick Friedman on the forms committee. At the end of January, Wayne Goldman resigned his BOD position due to the grueling scheduling of his latest endeavor. Rob Newman of MRN Yacht Sales was appointed by your Board of Directors to serve the remainder of Wayne's term.

Ty Mellott, as Executive Director, will have his hands full with this crew but seems very capable and up to the task. There you have it, our 2025-2026 Board of directors and Committee Chairs.

The CYBA Welcomes New Members to the Board

**Chris Herman of
West Coast Yacht Sales**



Chris is entering his 25th year as a yacht salesman and broker.

He's also licensed as a yacht broker in Florida and possesses a 100 Ton Captain's license. Chris grew up boating on the SF Bay and on the East Coast. He is the owner of West Coast Yachts and previously owned a yacht service company.

His concerns are about the various current challenges in our industry ...from slip availability, the aging out of brokers, lack of qualified service technicians and laws and legislative challenges that are, or could negatively influence our industry. We look forward to Chris helping us with future challenges!

You can reach Chris at: (949) 673-2060 office or (714) 329-4138 cell.

**Rob Newman of
MRN Yacht Sales**



Born and raised in Oxford, UK, Rob Newman's passion for boating began on the River Thames aboard his family's cabin cruiser. With a background in mechanical maintenance engineering, he built a successful machine design and manufacturing business before following his true calling—powerboats and yacht sales.

Rob began his marine industry career with Crownline in Weymouth, UK, before relocating to the United States. After enjoying a lakeside boating lifestyle in the Midwest, he settled in the Bay Area over a decade ago, where he played a pivotal role in one of the region's top new boat dealerships. In this capacity, he excelled in sales, management,

and operations. For well over a decade, Rob has sold and delivered a significant number of new and pre-owned luxury yachts, personally and through leadership roles, across the West Coast. A seasoned boat handler with extensive maritime expertise, Rob brings a wealth of experience to his clients and industry peers.

As a resident of Tiburon, CA, Rob is an active member of the California Yacht Brokers Association (CYBA) and the San Francisco Yacht Club. In 2023, he founded MRN Yacht Sales, the California dealer for Fairline Yachts, a prestigious UK brand renowned for its luxury and performance.

Rob was unanimously appointed to the CYBA Board of Directors to fill the seat vacated by Wayne Goldman. Reflecting his commitment to advancing professionalism in yacht brokerage, he is passionate about ensuring the CYBA remains a valuable resource and advocate for its members while strengthening the industry's future. His British no-nonsense approach, coupled with a dedication to excellence, positions him as a strong voice within the CYBA and the yachting community at large.

Northern California Legal Seminar



The Northern California CYBA Legal Seminar at the Encinal Yacht Club was a very special event and one that Northern California members have been looking forward to for some time. Hosted at the Encinal Yacht Club, a

premier venue on San Francisco Bay and very centrally located for attendees. With water access, the group from Silver Seas Yachts (Sean Conner, Sean Schlesinger & Nick Deuyour,) joined by Nadine Urciuoli of Helmut's Marine Services came across the bay in one of their new triple OB powered Tiara yachts.

The seminar proved to be a good experience, but not without some challenges. The Legal Seminar was hosted



Donate Your Vessel. Support Ocean Conservation.



Why Donate to SeaKeepers?

SeaKeepers pays commissions on donated vessels and will facilitate the yacht donation process from picking up the boat to preparing the donation paperwork. The vessel is accepted "as is, where is."

Vessel donations go towards supporting scientific expeditions, citizen science, educational outreach events, and community engagement. For more information, visit seakeepers.org or contact us at donations@seakeepers.org.

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hold our feet to the fire regarding disclosures. He discussed marketing a little bit, and in that regard, as to how it pertains to the lifestyle of our clients and making sure that the boat fits their needs. Back to contract completion. He emphasized the importance of filling in all the blanks, setting action dates and certainly do not call co-mingle funds.

Following Wayne's presentation, Monique Cabral, and Zach Mundy, from the Division of Boating & Waterways, gave a presentation regarding the possibility of future 'continuing education' units as a requirement for maintaining your license. They talked about the regulations under which we operate (the Harbors & Navigation Code), and the fact that there have not been any changes. (that was to clarify some confusion by some people about whether some things had changed)

They discussed the home port versus hailing port parts of the required record keeping and how that's being handled. There was a discussion about audits and some discussion about funding directly to the seller from a purchase and what the code says about that information.

Paul Kaplan of KKMI, gave us a history of boat yards around the Bay and how important relationships with those yards are. Paul's background,



first as a salesman and then broker, gave him a chance to see the importance of having relationships with those yards. Then when he wound up owning one himself, he understood many of the issues that salespeople face when dealing with either a buyer or seller and work to be accomplished in a yard. He also



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discussed the environmental issues being faced, the different agencies to report to, new vessel technology and parts supply lines that all have an impact on what boat yards need to charge for repair work in this current environment.



Next up, Bill Melbostad, a well-known SAMs Surveyor on San Francisco Bay and beyond. His discussion was really a tutorial to a selling agent regarding how surveyors typically interact with their clients. After the comprehensive inspection, a summary of findings is given to the buyer, followed by a complete written report...but his focus was on explaining to the agent how important it is to have the vessel prepped and ready to be surveyed and finding a location close to the yard so the liability of something happening in transit is minimized. The three levels of recommendation;

a.) immediate needs, b.) to be attended to and c.) future upgrades or meeting new codes. He also discussed how an evaluation is made and in Bill Mellott's case, he relies heavily on the American Society of Appraisals. After all these presentations, there was a brief question and answer period where some of the most important topics of discussion came up and were addressed as best as they could be in that timeframe.

One of the more interesting presentations was by Steve Rizzone of Blue Marine Group. He gave an in-depth explanation about how a yacht donation works and I think that the agents and brokers in the room were almost in disbelief at the potential commissions that could be earned when working with a client who has had difficulty selling their vessel. They are offered 'replacement value' and a seamless transfer of ownership to the foundation. The second part was quite a surprise in that how quickly all this can happen once the process has started. Steve passed out a lot of cards that day, and there was a lot of buzz in the room from brokers and salespeople regarding some of the 'dock queens' that are sitting on their docks.

Kate Pearson, formally of Safe



Harbors (and now again, another surprise to the room) now part of the staff of Blackstone, the new owners of what was Safe Harbors with a large portfolio of marinas nationally, discussed boating lifestyle. How do we get our boat owners to use their vessels? She talked about some of the great destinations that Northern California has, whether it's the Delta, the wineries close to Napa or the historical sites ...boating does give people a unique access to some of the real gems in this part of the state. She talked about her affiliation with the California Boating Congress and how we all should be supporting that effort to bring our issues to the forefront. Too many of the





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legislators in California aren't aware of our problems. She talked about the cost of berthing in Northern California and what a great value it is ...and that San Francisco Bay is in a unique position to have the vacancies that we do because the rest of the California coast and beyond has limited opportunities for berthing which has driven the market to heights we haven't seen before. Kate gave a little background on some market research showing how people use their boats and said that 'cruising' is up since Covid. Small boat activity is down a little bit, liveaboards surprisingly have dropped but fishing is up, and sailing is about the same at 35%. With all the retirements in the service part of our industry, she said that the importance of trade schools or technical instruction to young people is really a must... to give us access to the services that we need. So, the emphasis should be in youth training in the marine industry and the opportunities that are there.



John Jarvie of Oversea Yacht Insurance is always a favorite to present, and he most certainly did not disappoint. John is a very comfortable speaker who always puts the audience at ease in his delivery as if he were speaking to you directly. You almost forget that his subject matter is a presentation in his ability to convey information in simple conversation. Aside from the normal ins and outs of marine insurance his topic on insurance requirements while your vessel is in the boatyard was an eye opener for many. There were several questions from those in attendance and everyone walked away with more knowledge of the subject.

From the turn out this year it is looking favorable for another Nor Cal Legal Seminar in 2026 but also keep in mind the 28th Annual Legal Seminar in Southern California is set for October 8th, 2025. Stay tuned for more information as well as location.

Merle B. Parke Award



One of the most prestigious recognitions in the California marine industry: the Merle B. Parke Award is presented annually at the CYBA January dinner to celebrate an individual who has contributed selflessly to the boating industry in California. Since its inception in 1985, the Merle B. Parke Award has become synonymous with dedication and volunteer spirit within the yacht brokerage community.

Merle B. Parke was instrumental in the early formation of the California Yacht Brokers Association. Recognizing his significant contributions, the CYBA Board of Directors dedicated this award to honor those who embody the same passion and commitment. Naturally, Merle himself was the first recipient, setting a high standard for all who followed. Over the years, the list of awardees reads like a "who's who" of the California marine industry.

The 2023 Merle B. Parke recipient, Beau Biller of Platinum Advisors, attended the 50th Anniversary Celebration and Annual Dinner to which he presented the 2024 Merle B. Parke award to Bob Nahm of Seacoast Yachts.

Bob grew up with a passion for the water, embracing both sailing and powerboating. His resume reflects decades of dedication and expertise:

- Managing factory dealerships.
- Rebuilding the Channel Islands Boatyard and establishing dry storage and marina facilities.
- In 2015, partnering with Seacoast of Santa Barbara to form Seacoast Channel Islands.

But beyond his professional accomplishments, Bob embodies the spirit of giving back to the industry and community. His leadership roles include:

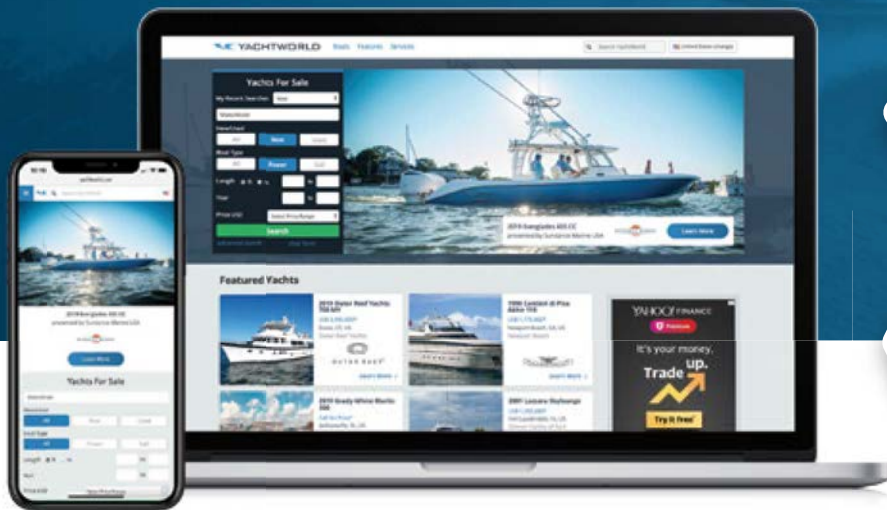
- Serving as President of the Channel Islands Harbor Foundation for the past decade.
- Representing Central Coast Ocean Adventures in the purchase of the tall ship, Mystic Whaler, and joining their Board of Directors.
- Partnering with the Santa Monica Bay Sailing Foundation to support their mission of
- "Changing lives through sailing by fostering competition, self-reliance, and responsibility."

His dedication extends to providing opportunities for

(cont. on page 31)



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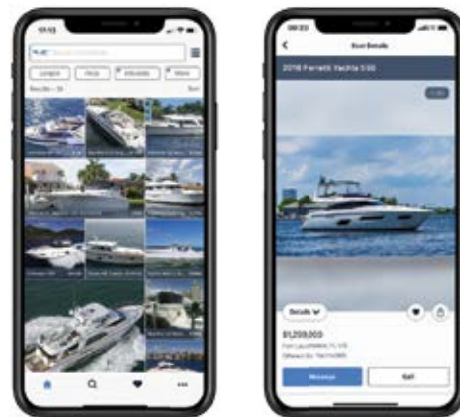


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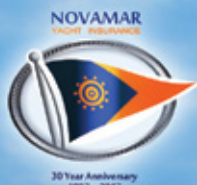
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Celebrating Women Making Waves in the Yachting Industry:

WOMEN OF THE WATERFRONT AWARD

San Diego, CA – The California Yacht Brokers Association (CYBA) Growth-Expansion-Outreach (GEO) Committee proudly presents the 2024 Women of the Waterfront Award (WWA), an esteemed recognition honoring the women who had made a significant impact in the maritime industry. This year's award was presented at the CYBA Annual Dinner on January 11, 2025, aboard the historic Queen Mary, as part of CYBA's 50th Anniversary celebration.

The 2024 WWA Recipient is Kathi Krencik Ford of Reliable Documentation, Inc.

As the yachting industry has evolved, more women have stepped into leadership roles, excelling in brokerage, marine services, yacht design, and beyond. The Women of the Waterfront Award highlights the outstanding achievements of these professionals, who inspire the next generation and redefine the industry's future. CYBA's commitment to recognizing the talents of all individuals is indicative of their leadership role among marine recreation associations nationwide.

"This award is about more than just recognition," said Leilani Wales, Chairperson of CYBA-GEO. "It is about celebrating the dedication, expertise, and leadership of women who have long played a pivotal role in shaping the yachting world. Their contributions elevated the industry, and it was time we shined a spotlight on their impact."

The 2024 honorees represented a diverse group of professionals, each with a unique and powerful story of success. This year's nominees included:

Nadine Urciuoli • Helmut's Marine Service

Nina Ankelé • Delta Marine Sales

Denise George • Denison Yachting

Gretha Record • Coleman Marine Diesel

Joni Geis • Sterling Associates

Kim Dumas • Denison Yachting

Leilani Wales • AGL Yacht Sales, Inc.

Kathi Krencik Ford • Reliable Documentation, Inc.

Kate Pearson • Safe Harbor Marinas

Jodi Delfino • Delta Marine Sales

Susan Nufer • Silver Seas Yachts

Supporting Women and Growing the Industry

The CYBA-GEO Committee is committed to fostering an inclusive and thriving marine industry. Through initiatives like WWA, educational programs, networking



events, and scholarships, the committee continues to support professionals looking to advance their careers.

The CYBA extended its gratitude to Kurt Jerman of West Coast Multihull, who generously sponsored the elegant bouquets presented to the nominees. Special thanks went to the dedicated CYBA-GEO Committee members for their unwavering efforts in bringing this initiative to life.

For more information on the Women of the Waterfront Award and other CYBA-GEO initiatives, please contact (360)621-4682 or visit CYBA's Website

About CYBA-GEO

The Growth-Expansion-Outreach (GEO) Committee of the California Yacht Brokers Association (CYBA) was dedicated to expanding industry opportunities, supporting professional development, and fostering community engagement. Through educational initiatives, networking events, and awards like the Women of the Waterfront Award, CYBA-GEO aimed to inspire, educate, and elevate the future of yachting.

Leilani Wales, CPYB
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MAS ~ Master Broker 119
ACT ~ Active Broker 40 (-1)*
ASC ~ Associate (Salesperson) 212 (-3)*
AFL ~ Affiliate 60
AFI ~ Affiliate Individual 2 (+1)
ADI ~ Administrator 19
*** Overall change from Jan 10, 2025 (-3)**

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Boats Group Rate Hikes Spur Backlash

BY KIM KAVIN

Stewart Roach says he sometimes wonders if Boats Group — which owns some of the most dominant boat-listing websites — is trying to put dealers like him out of business. Roach has been selling boats for almost four decades. He owns Norwood Yacht Sales in Quincy, Mass. It's a business with just two other brokers, and he says it can't sustain the new monthly rates that the Boats Group brand YachtWorld wants him to pay to list boats for sale online.

"If you're paying rent at \$1,200 and this is close to \$3,000, it's not sustainable," Roach says. "I've been through every recession there is. I'm 59 years old. I thought I'd do this until I was 63 or 64, but it's going to put me out of business."

Maryline Bossar with ACY Yachts in Annapolis, Md., took to LinkedIn after being told the cost of listing boats on YachtWorld and Boat Trader would double be starting in February. "As a marketer, this sudden rate hike is simply unacceptable," Bossar says. "It cannot be justified by Boats Group, save for their ambition to grow profits while their products are only marginally improving, and lead generation [is] staying flat. We are, simply put, in shock."

At HMY Yacht Sales in West Palm Beach, Fla., director of sales Tim Derrico says Boats Group tried to hike his company's monthly cost to \$65,000. "It's a 75% increase from the previous rate, which was a lot," Derrico says. "They were already universally despised, but you'd still swallow hard and sign a contract. Now they just went too far."

The recent rate hikes have led to brokers using words like "evil," "greedy" and "ridiculous" when describing Boats Group, which owns



about a dozen brands, including YachtWorld, Boat Trader and Boats.com. Since early 2021, a company backed by the global investment firm Permira has owned a majority stake in Boats Group. At the time of that acquisition, Boats Group CEO Sam Fulton stated in a press release: "Looking ahead, we are confident we will be able to deliver more value across our platform by providing our customers with enhanced solutions, and offer an exceptional experience that will help consumers around the world find the boat they love."

That's not how things have worked out, according to dealers and marketers who now say they are being fleeced. Derrico says the most recent increase led him to look at what HMY was getting for its money. In 2024, he says, HMY sold close to 500 brokerage boats, not counting new boats. "Only 53 of those deals, we can put on a Boats Group lead, whether it's Boat Trader or YachtWorld or whatever," he says. "Our average deal was over \$1 million, but our average Boats Group deal was \$300,000 and change."

He says HMY ended up signing a contract for one more year, but not at the rate Boats Group wanted, and with the intent to find other options going forward. "What I'm hearing is everybody saying the same thing: We've got to stick with them for another year, but we're going to do everything we can to wean ourselves off of them," Derrico says.

Boats Group declined an interview request from Soundings Trade Only. In an e-mail, vice president of marketing Courtney Chalmers stated: "While we respect the work that STO does, it's somewhat ironic that there's interest in publishing a story about brokers and their use of online marketplaces like Boats Group on the heels of a significant industry lawsuit centered on that very topic."

That federal class-action lawsuit was

dismissed in January. It accused boat brokers of conspiring to inflate sales commissions. Defendants included the International Yacht Brokers Association, numerous brokerage firms, including HMY, and Boats Group. Derrico says the issue with Boats Group rate hikes has nothing to do with that lawsuit. Paul Flannery, president of the IYBA, agreed.

Dealers are seeking other options, saying that listing boats on YachtWorld and other sites is no longer tenable.

"We have a plan that ... was approved to aggressively bring forward an industry-owned solution," says Paul Flannery of IYBA.

COURTESY IYBA

IYBA members, Flannery says, have been vocal about challenges they are having with Boats Group pricing. "The big guys are disgusted, and the small guys are scared," he says.

While the IYBA does not advise brokers about which services to use for online boat listings, in October 2024, the association officially launched its own boat-listing service called Yachtr. Flannery says the "elegant solution is for the nonprofit

to own and control the database that supplies the data to any public-facing site. There's no substitute for the creativity of the free market and what it can create as an app or a website or another way to get eyeballs on something, but the app has to come from a central place that's trustworthy and pure."

Roach says he thought most dealers would move to Yachtr, but defending the class-action lawsuit burned through a significant amount of money the IYBA could have spent to make Yachtr listings more competitive in online searches.

"You probably have to go to page three of the search results to see something that's listed on Yachtr," he says.

Flannery says the IYBA board of directors met in early February and greenlit a plan to address that concern. The IYBA, he says, spent about \$500,000 on legal defenses in addition to significant funds that individually named defendants spent. Flannery says they are all hopeful that a March 10 court deadline will pass without any new activity, which would mean that lawsuit is over for good.

"Yes, there was a significant distraction last year with our legal defenses," Flannery told Soundings Trade Only during the first week of February. "We have a plan that,



in our board meeting yesterday, was approved to aggressively bring forward an industry-owned solution."

Derrico says one major challenge is that people who want to sell their boats see online search results and believe that Boats Group websites are all-powerful entities because of how high they rank. But in reality, those search results are not driving most business at HMY, he says. Some 85% of HMY sales come from repeat clients and referrals.

"One of the problems we have, and everybody has, is our clients still think their boat needs to be on YachtWorld no matter what we tell them," Derrico says. "We've got to spend this next year educating brokers and the clients that, no, you don't have to be there."

"Our clients still think their boat needs to be on YachtWorld no matter what we tell them.

No, you don't have to be there," says Derrico of HMY Yacht Sales.

COURTESY HMY YACHT SALES

The question that Derrico, Roach and others are now asking is what to do for boat marketing instead. "Will it be Yachtr? There's another group out there that's already got something up and running kind of good, and the guy behind it is a genius that's been involved with some huge international corporations and developing websites," Derrico says. "That's probably got a better chance of making it than anything. That could be out by the end of the year, and they've got money."

Flannery says there is no shortage of people and companies that think their boat-listing service could be the next big one. "But you just can't show up with a new name and a WordPress website and solve the problems that the industry has," Flannery says. "What the industry is quickly realizing is that if they do chase these things like a bunch of crows, it's out of the frying pan and into the fire.

What's to stop any of these places from becoming the next problem?"

Derrico says he's also now wondering just how much online search traffic HMY Yachts needs. If most of the company's business is coming from repeat and referral clients, he says, maybe the marketing focus should be elsewhere altogether. "We just don't need that much fresh business, especially that way," he says. "We're just going to go after trying to generate new business in a completely different way, based on the modern world of technology."

IYBA members, Flannery says, have been vocal about challenges they are having with Boats Group pricing. "The big guys are disgusted, and the small guys are scared," he says.

Kim Kavin is a national award-winning journalist who has been writing about yachts for two decades.

The following is a reprint from Soundings Trade Only



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New Membership

LIST OF NEWEST CYBA MEMBERS SINCE NOVEMBER 2024

Membership Type	Name	Company	Membership Type	Name	Company
Affiliate	Amanda Larson	Tide Craft Boats	Associate	Jason I. McCants	Schock Boats
Affiliate	Greg Sinks	CRC Marinas	Associate	Sean Corbett	Rubicon Yachts
Affiliate	Gail Strickland	Coastal Lifestyle (Yachting Girl)	Associate	Gregory Naiman	Schock Boats
Affiliate	Julie Coll	Splash Squad	Associate	Dennis Patterson	Yacht Coast Yacht Sales
Affiliate	Ramon Mata	Pacific Boat Services	Associate	Andy Aaron	Galati Yacht Sales California, Inc
Affiliate Individual	Brandon Larson	Tide Craft Boats	Associate	Thomas Abbott	Cruising Yachts, Inc
Associate	Fred Clark	WS Yacht Brokers	Associate	Stephenie Hollyman	Richard Boland Yacht Sales
Associate	Travis Faker	Sea Net Yachts	Master Broker	Savio D'Souza	Starboard Yacht Sales
Associate	Riley Freeman	WS Yacht Brokers	Master Broker	Steve Schock	Schock Boats
Associate	Denise George	Denison Yachting	Master Broker	Joseph W. Bassett	Joseph W. Bassett
Associate	Jason Gray	Tahoe Vista Sports	Master Broker	Bernard Rex Martin	Seamark Marine Group
Associate	Eric C. Hinderberger	Ullman Yacht Sales			

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• Silver to Gold Sponsor	Oversea Yacht Insurance	John Jarvie

Recognition of Upgraded Sponsorship

New Affiliate Member

JULIE COLL

Julie Coll is a seasoned maritime professional, educator, women's advocate, and ocean conservationist. She holds a USCG Near Coastal Master License with a Sailing Endorsement. As the Director of Sailing and Powerboat Education at the Los Angeles Yacht Club, Julie and her team lead comprehensive training programs that empower boaters of all skill levels. She holds instructor certifications from the American Sailing Association, American Boating, and the National Safe Boating Council.

Beyond traditional instruction, Julie is the founder of Splash Squad, a community-driven brand inspiring women to embrace the water through education, adventure, and connection. By giving women a safe place to learn and connect, she hopes to help them gain skills, build



confidence, and eventually skipper and own boats.

Julie is deeply passionate about ocean preservation and founded Waterfront Education, a non-profit organization that educates about

marine science and conservation. Using local waters as a natural classroom, Waterfront Education's team of instructor-scientists facilitates ocean experiences for over 3,000 individuals and their families annually in Southern California.

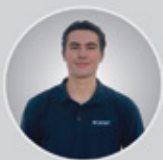
Her leadership and commitment to excellence have earned her prestigious awards, including the SCYA Peggy Slater Award for her contributions to women's sailing. She has also been recognized by King Harbor Yacht Club, receiving honors such as Woman of the Year, the Women's Race Award, Yachtsman of the Year, and the Commodore's Appreciation Trophy.

Julie is dedicated to safety, leadership, and community engagement in maritime pursuits. Whether teaching on deck, leading an excursion, or inspiring others from the stage, Captain Julie's mission remains clear - to empower people to Find their Water and Make a Splash!



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Advocacy: Protecting and Promoting Marine Recreation

BY MRA PRESIDENT ARRON PELLARIN

One of the key pillars of our work this year has been our continued advocacy efforts that have not gone unnoticed by Sacramento lawmakers. Whether at the state, federal, or local levels, MRA has been at the forefront, championing policies that protect the interests of marine recreation businesses and ensure the sustainability of our waterways. From engaging with lawmakers to addressing pressing issues like boat access, environmental protection, and public safety, our advocacy has been focused on securing a favorable future for the marine industry.

In 2024, we had the privilege of co-hosting in the California Boating Congress, an event that brings together industry leaders, lawmakers, and stakeholders to discuss key legislative priorities. It was an opportunity to voice the concerns of our members and push for policy changes that support the growth of recreational boating. The Congress also highlighted the importance of partnership with agencies and organizations working in tandem to address the challenges we face in California's boating community.

Mark your calendar now for the next Congress; May 27-28, 2025 in Sacramento, California.



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Thank You Denison Yachting & Galati Yacht Sales

The CYBA would like to extend its gratitude to Denison Yachting, for providing the space at its's Newport Beach office for the CYBA Board of Directors meeting in October.

The CYBA would also like to extend its gratitude to Galati Yacht Sales, for providing the space at its Long Beach office for the CYBA January Board of Directors meeting.

It is our members that help us thrive!

CYBA Affiliate Sponsorship Program for 2025

The CYBA is pleased to offer a Sponsorship Program with varying levels of participation to our Affiliates. These promotional packages are available to companies and individuals who wish to contribute donations based on varying values.

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Bronze Sponsor - \$1,000
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Additional programs of sponsorship and promotion are available to supplement your support and can be coordinated through the CYBA Sponsorship Chairperson.

The CYBA welcomes separate materials to be submitted for inclusion on our website and in our newsletters. We are also open to discussing additional promotional avenues with you to customize a sponsorship package that will optimize your impact with our members. All Bronze, Silver, Gold and Platinum Affiliate Sponsors may have the opportunity to present to the CYBA membership at prearranged meetings and seminar events or through CYBA generated e-mail blasts.

At the Bronze, Silver, Gold and Platinum levels, in-kind services can be combined with dollar value contributions. Sponsorships will be invoiced in December with the full balance due by January 5th in order to ensure inclusion beginning with our first major event of the year, the CYBA Annual Dinner in January.

For more information, please contact
 CYBA Sponsorship Chairman:
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California's Dockwalker Program Celebrates 25 Years: Join Free Training Sessions and Help Protect Waterways

SACRAMENTO – California State Parks, the California Coastal Commission's Boating Clean and Green Program, and The Bay Foundation invite the public to participate in California's Dockwalker Program, now in its 25th year. Free virtual and in-person training sessions will be held from mid-March through May 2025. By joining the program and attending the training, participants provide a critical community service by sharing educational tools to promote clean boating and help reduce water quality impacts.

What Are Dockwalkers?
Dockwalkers help raise awareness about important boating practices related to curbing pollutants such as oil, fuel, sewage, trash, and marine debris through the distribution of



educational materials, such as the California Boater Kits, at marinas, boat launch ramps and boating events, or anywhere where boaters are.

Why Are Dockwalkers Important?
California has one of the highest levels of recreational boating activity in the nation. With approximately

4 million boaters, even a small amount of pollution per vessel can cause serious harm to waterways and marine life. Since 2000, more than 1,300 Dockwalkers have shared clean boating practices with 130,000 boaters across the state.

Who Can Become a Dockwalker?
Anyone age 15 and older, with an interest in water quality and promoting clean boating practices, can become a Dockwalker – no matter your background. Hear firsthand from Dockwalkers about their experiences.

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**Contact Jeff Merrill or Mik Maguire
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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.

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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
Jeff Merrill, CPYB
Jeff Merrill Yacht Sales, Inc.
949-355-4950
jeff@JMYS.com

NOR-CAL
Michael (Mik) Maguire, CPYB
Richard Boland Yacht Sales
510-552-7272
yachtsmanmik@gmail.com

You may also respond to info@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 @ 925-588-8929.

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Eight Bells - Paul Daubner



After almost 2 years of a stage 4 lung cancer journey, Paul Daubner passed peaceful with his wife by his side on March 12th. He is survived by his wife Kimberly, two sons Max and Jackson, his grandson Hayes and his seven brothers and sisters. Paul was at such peace on the water and spent many years as a yacht captain sailing the world with his wife by his side. Paul's legacy as a yacht broker includes countless yacht transactions globally over 25 years. Many he worked with consistently praised Paul as a man of deep integrity and unwavering commitment to his field. Fair winds and following seas, Paul!

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Merle B Parke Award... (cont. from page 18)

youth to experience and embrace the boating lifestyle, ensuring the future sustainability of our industry. An avid sailor and powerboater for over 50 years, his professionalism, experience, and enthusiasm continue to leave a lasting impact on clients and colleagues alike.

His contributions to the CYBA are equally commendable:

- Ensuring those under the Seacoast Yachts name become CYBA members.
- Proactively addressing issues like the EDD's contracted employee review, providing key information that helped protect brokers statewide.

- Raising awareness about marina policies that could restrict broker access, advocating for the interests of all California brokers.

His actions consistently reflect a commitment to not just his own success, but the wellbeing of the entire brokerage community. His contributions to the CYBA since acquiring membership in 1997 and bringing more members into the fold are the foundation of a successful association.

Bob Nahm displayed gratitude and was honored as everyone in attendance stood to applaud his outstanding service and unwavering dedication to not only the CYBA but the marine industry as a whole.

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Calendar Of Events

May 1 - 4, 2025

Newport Beach International Boat Show (NBIBS '25)
Lido Marina Village, Newport Beach, CA

May 14, 2025, 11:00am

Board of Directors Meeting
Westpoint Harbor Redwood City, CA

May 15 - 18, 2025

Pacific Sail & Power Boat Show
Westpoint Harbor, Redwood City, CA

May 27, 2025, 5:30 - 7:00 pm

California Boating Congress Reception kicking off the
9th annual CBC.
Brasserie du Monde (Café-Side), Sacramento, CA

May 28, 2025, 8:30 am

9th Annual California Boating Congress check-in.
Sutter Club, 1220 9th Street, Sacramento, CA



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The WLG Team – The Staff

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