

Charter Yacht Owner Newsletter

December 2024

An update for boat owners from the AYC
Reservations, Service, and Brokerage crew.

Anacortes Yacht Charters

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To better ensure a successful 2025 charter season, we are asking for your help with the items mentioned on the following pages and created this handy checklist summary to assist you:

Owner Checklist

- Boat Specifications**
Review, update and provide changes to AYC as soon as possible.
- Vessel Changes**
Notify AYC of any upgrades or changes as soon as possible.
- Owner Time**
Schedule and notify AYC Reservations Department as soon as possible.
- Maintenance Time**
Schedule and notify both AYC Service and Reservations Departments as soon as possible.
- USCG Documentation**
Renew and provide to AYC (see your Owners Quarters page for vessel specific deadline)
- Reseller Permit**
Renew and provide to AYC (see your Owners Quarters page for vessel specific deadline)
- Dept. of Revenue decal**
Renew and provide to AYC by Jan. 1
- Post-Season Conference**
Discuss with AYC Service Mgr. by Jan 1
- Inventory list**
Review, update and provide changes to AYC by April 1.
- Operations Manual**
Review, update and provide changes to AYC by April 1
- Dinghy registration decal**
Renew and provide to AYC by July 1
- Owner Rendezvous**
Save the dates: May 9 - 11, 2025

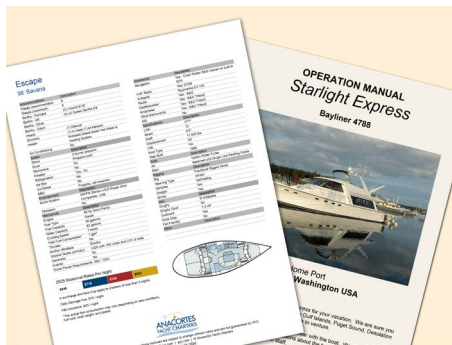
Reservation News

Updates and information requests from the team that connects guests with your charter yacht.



Flash Sale

We're happy to share that our recent annual Flash Sale received a positive response from charter guests, with interest across all sizes of sail and power yachts. Bookings for the coming year are progressing well, and we remain hopeful as we approach the season.



Boat Specs and Manuals

As we prepare for next year, we need your help to ensure everything runs smoothly!

Please take a moment to review and update your yacht's:

1. Operations Manual
2. Specification Sheet
3. Inventory List

Links to all of these documents are available on your yacht's charter page on the website.

Please send updates or edits to info@ayc.com. Updating this information well before the start of charter season is critical in ensuring we can provide accurate details to our guests.

Vessel Documents

Vessel documentation has been a challenge this past year. Yachts cannot go out on charter without proper and current:

1. US Coast Guard Documentation
2. Department of Revenue Decals
3. Dinghy Registration Decals

Please make sure your **Reseller Permits** are up to date as well.

Please confirm that your yacht documents are up-to-date and that you are aware of their expiration dates. Staying ahead of this will help us avoid any delays and issues chartering your yacht. The expiration dates that we have on file are displayed in your Owners Quarters under the Boat Documents tab.

Please review for any documents that are expired or will soon expire and start the renewal process accordingly. We need a copy of each document sent to our office so we can stay up to date, and any originals need to be on the boat, or decals installed on your boat, at all times. Any questions please email ownerdesk@ayc.com.

Owner Time and Maintenance Time

If you have planned owner time or maintenance time for your yacht, please be sure to contact the Reservations Team as soon as possible, this includes any changes to currently booked time. This helps us ensure smooth scheduling and avoid conflicts.

When informing us of your plans, please specify whether the time is:

- 1. Flexible**
(we can contact you if we have a potential booking during that period), or
- 2. Firm**
(no bookings can be made during this time).

Additionally, if you will need linens and towels, please let us know how many you require.



Owner Rendezvous

Mark your calendars! Our Owner Rendezvous will be held from May 9th to 11th, 2025 with the Banquet Dinner on the evening of May 10th. We are thrilled to be returning to the San Juan Island Yacht Club and will provide more details soon!

Thank you for your continued partnership, and we look forward to a great season ahead!

Your Reservation Team!

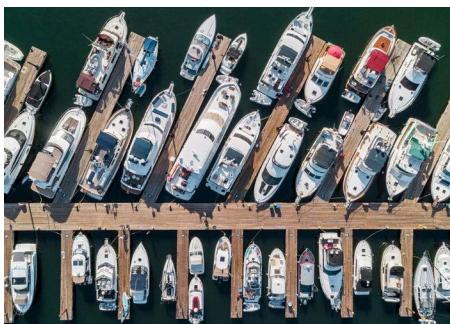
Service News

Updates and helpful information from the Anacortes Yacht Service crew.



As most of you know, the service department has undergone some staffing changes over the course of the past couple months. Ivan has left in order to capitalize on an opportunity he was given just north of us in Bellingham. Some of you may not have met his replacement, Scott Loska, since his tenure was somewhat short and sweet. Unfortunately Scott was looking for something more part-time and we all know the Service Manager position is quite a bit more demanding than that.

As a result, I have been given the chance to take on the position and am ecstatic to do so! For those of you who don't know, I worked as a dock runner here while I was in high school as a summer job. I spent some time in college at WWU (Western Washington University), unfortunately due to some external factors in my life I decided to step away from pursuing my academic goals.



Shortly after, I began driving the pump out boat and was the boat operator for around two years. I then transitioned into the office, and for

the past year and a half I've been the assistant to the service manager. Thankfully, I have quite a bit of internal knowledge in regards to how the Service Department operates.

I'm sure you all will be happy to know that Ken will be assisting in the service department three days a week. His current schedule is Monday, Tuesday and Friday. His vast wealth of knowledge is an incredible asset to our department, and I personally am very thankful he will be here to help facilitate my transition into the position!



Winter Protection

This is just a friendly reminder that the winter months are upon us and they go by quickly.

If you are not local and don't have the chance to come to your boat frequently throughout this time, I highly recommend getting signed up for Winter Services as well as Winterwatch.

A lot can happen to your vessel when exposed to the winter climates without proper precautions. I remember from my time as the

assistant last year I was astounded by the amount of damages caused to some of our vessel owners who did not sign up for these services. I cannot emphasize enough how important it is to take these precautions.

Feel free to contact cole@ayc.com if you wish to inquire!

Post-Season Conference

Our fleet captains have been hard at work getting the post-season evaluations done this year. Aside from a few sea-trials, we have just about all of them done. Beginning sometime next week, I want to connect with each owner to review the post-season evaluation so we can work together to create a plan to get your boat ready for the 2025 season. I'm excited to meet with you all and get to know you more. I will likely just work alphabetically (by boat name) and go down the list. If you'd like to have your meeting sooner (or later), feel free to contact me and we'll get that scheduled accordingly.

While we discuss our post-season evaluations I would love to hear about what you all would like to see improved upon from the service department.

Cole Lovell

Service Manager

Brokerage News

Updates and informatin from Anacortes Yacht Brokers.



Greetings from the brokerage.

It is likely that many of you may not know that I have assumed the role of broker and am attempting to fill the ample void left by Vann Chinchin's retirement. Vann dedicated many years to Anacortes Yacht Brokers and nearly half his life to helping his customers realize the dream of yacht ownership. Vann's experience, knowledge and amazing personality did a fantastic job for us, and it is a large pair of shoes that I am attempting to fill. Thankfully I have an amazing team of people at AYC to assist me as we transition into this new phase.

For those who don't know me, I am Mike Lovell and have been with AYC since 1997. My wife Kristin and I have owned the business since 2005. Although I have been closely involved with Vann throughout the years as the business owner, this new level of involvement on a day-to-day basis has been refreshing as well as eye opening. There is a lot that goes into managing the sale of a yacht.



For much of the late Spring, Summer and into early Fall the brokerage seemed quiet without a lot of activity. In my opinion it

was impacted by a number of factors from an uncertainty with our economy, politics and all that goes along with it combined with the fact that historically it seems to be typically slower in our popular cruising months. Most buyers have found and are using their boats.

That said we have been busy of late. I have acquired two listings from outside the fleet, managed several showings of our listings and others. To date I have sold one of our listings, co-brokered the sale of another and have two co-brokerage deals in progress and likely to close. We are also working on adding another sailboat to the fleet that comes from Seattle Yachts.

We would all like to officially welcome the following new owners to the AYC family:

- Bill Martorano is the proud new owner of *Leilani*, a 40' Bayliner formerly owned by Dean and Jeanine Nelson. We are sad to see the Nelsons moving on and hope to see them in the future as charter customers. Welcome Bill and *Cascadia*. We look forward to this new relationship.
- Erik and Heather Henne are the proud new owners of *Rosie*, a 29' Ranger Tug CB. The Hennes have chartered with us in the past and are excited for this next chapter of Charter Yacht Ownership. Welcome to the Henne's.
- Peter and Robin Downey are the proud new owners of *Second Passage*, a 41' Hunter. They are also former charter customers and excited to step into Yacht Ownership in the charter fleet here. Welcome

to the Downeys and a special thank you to Greg Farah at Seattle Yachts for recommending that they consider AYC.

I also anticipate that we will be adding a beautiful 40' Baba as well as a meticulously cared for 37' Hershine and a 39' Greenline in the next few weeks.

For those of you that have your boat listed with Anacortes Yacht Brokers, I appreciate your trust and patience.

Your boats are all getting a lot of attention. Boats listed for more than \$200k are slightly less active than those under that number but they are certainly being

viewed. If you are interested, I can give you traffic numbers from the boats Yacht World listing page. Just let me know.

Based upon recent phone and email inquiries we all feel like we are seeing what we hope is a return to a more normal level of activity (for charter and yacht sales) following a couple of slow post Covid years.

Thank you and Happy Holidays to you all,

Mike Lovell

