

11/30/2023



Greetings Boat Owners,

We hope you all are well and thriving as we approach December, *burr!* for those of you here in the Pacific Northwest. Anacortes Yacht Charters will celebrate our 45th Year of business in 2024! Thank you all for your continued partnership with us. There are a few quick things we want to share with you:

Fleet Insurance Renewal:

We have received our fleet insurance renewal terms. While we had a good loss ratio this year, underwriters still requested a small increase due to inflation. The only increases you will see on your renewal invoices are to the Owner P&I Coverage, increase in the \$1M coverage from \$1100.00 to \$1275.00, \$2M coverage from \$1800.00 to \$2100.00. Also the Vessel Pollution Coverage is increasing from \$200.00 to \$210.00 due to a change in the state limit requirements. Owner Hull & Machinery as well as Charter Hull remains the same as expiring. Please look out for an email from USI in the beginning of December as they will be emailing your invoices with payment methods. Below is a side-by-side comparison of the renewal terms.

Owned Vessel Rates:

Hull & Machinery Incl the value of owned skiffs and tenders	2022 – 2023	2023 - 2024
\$0 to \$250,000	1.68%	1.68%
\$250,001 to \$500,000	1.57%	1.57%
\$500,001 and greater	1.37%	1.37%
Except ALL Sailboats	1.47%	1.47%

Owner Deductible is 2% of the insured value, subject to \$3,000 minimum

Protection & Indemnity	2022 – 2023	2023 - 2024
\$1,000,000 Limit of Insurance	\$1,100.00	\$1,275.00
\$2,000,000 Limit of Insurance	\$1,800.00	\$2,100.00

Chartered Vessel Rates:

Hull & Machinery Incl the value of owned skiffs and tenders	2022 – 2023	2023 - 2024
\$0 to \$150,000	11.50%	11.50%
\$150,001 to \$300,000	11.50%	11.50%
\$300,001 and \$500,000	11.50%	11.50%
Charter Deductible	\$500,001 and greater	11.50%

2024 Owner Fee Schedule:

Attached to this email you will also find the updated Owner Fee Schedule for 2024. AYC nor outside contracted dives or pump outs are raising any rates(!), in fact, we are lowering one of them. The General Cleaning Rate is being reduced from \$60/hr to \$40/hr.

Service Department:

We have exciting news in the Service Department to share with you! We've recently added Darrell Passmore to our service team, former owner of Fathom Marine Services. Many of you have established a relationship with Fathom Marine by doing work with them directly, and in recent years AYC has contracted quite a bit of work with Darrell and his team for projects or repairs that were out of the scope of our service department. I.E. engine diagnostics, engine overhauls, transmission removals, shaft replacements, shaft seals, running gear alignments, bow thruster installs, heater repairs, etc etc. We now have all of that in house, and more! The following are highlights from Darrell's resume:

- *6 Years at Meridian Yachts (Gelcoat/Fiberglass Lead Position)
- *6 Years Working for Various Boat Yards
- *Associates Degree in Diesel Technology
- *Volvo Penta Certified Mechanic
- *Yanmar Certified Mechanic
- *ABYC Certified Gasoline Engines
- *ABYC Certified Diesel Engines
- *ABYC Certified Corrosion
- *ABYC Certified Electrical
- *ABYC Certified Master Technician
- *National Marine Electronics Association (NMEA) Advanced Installer Certification
- *Espar Heater Certified Technician
- *Webasto Heater Certified Technician
- *6 Years Owner/Operator Fathom Marine Services

Darrell's experience and skill set now opens up opportunities for the AYC Service Department to take on some jobs that have been otherwise out of our scope. It will also benefit all of us when the season arrives as we won't be at the mercy of scheduling more technical maintenance or repair work with outside companies or boat yards. Please review your offseason plans and work lists and inquire with Ivan if there's something on your list that you may now want to keep in-house. To direct quote Darrell, "I do everything, with the exception of Woodwork."

Existing service team members are still active and working; Brian Seman, Phil Ratliff, Vincent Perry, Payton Calvin, and Florentino Ibarra.

Marketing Update:

Joel Perry our new Marketing Director is now fully in the mix and in process of many projects here in our office. We have several things on our agenda lined up for him, the main focus currently being building a new AYC website! While our current website is full of all the appropriate information, it's not organized or very streamlined. The platform it was built on is becoming obsolete, which leaves us limited to editing

nearly anything other than text and picture content. We are all excited as it's coming to life, which will also allow us to represent all of your boats in a better fashion. We hope to launch the site by the first of the year. Once launched, we will ask for all of you to get involved in confirming and/or updating the specification information of your boats to best market them. The boat photos will also be presented in a larger more high-resolution format, so if your photos are severely outdated, they will be exponentially worse on the new site. Now would be a great time to consider new photos should you need them so you're prepared for the new website. Should you have questions on photo resolutions please contact joel@ayc.com.

Reservations Department: By Lesa Haynes- Reservations Manager

With Christine's retirement, I am excited to introduce myself as the new Reservations Manager at AYC. I have been diligently working to familiarize myself with the workings of AYC with the help of our fantastic team, and I am grateful for their support during this transition. Having already met some of you, I look forward to meeting each one of you personally and learning more about your beautiful Yachts.

Recently, we concluded highly anticipate annual **FLASH SALE!** The reservations team was buzzing with activity throughout the 3-day sale, securing new charters for the upcoming 2024 season. As Christine mentioned, we have more campaigns planned for the fall/winter to boost charters. To ensure you don't miss out on your preferred dates, please schedule your Owner Use Time at your earliest convenience. Contact Reservations to book your dates!

Update: THE ANNUAL OWNER'S RENDEZVOUS dates have yet to be set. Friday Harbor is rolling out a new reservations program and is unable to secure any dates for us until their system is up and running after January 15th. We have it marked in our calendar to contact them that day. We would like to get away from Mother's Day Weekend if possible! We will send out a Save the Date as soon as we have the moorage secured. If you plan to attend, please let us know so we can arrange bookings for your boats! We will send out a Save the Date as soon as we have the moorage secured.

Details: The rendezvous will take place in Friday Harbor, Washington, with moorage together on the main outside breakwater. AYC's renowned BOAT OWNER RENDEZVOUS promises good food, enjoyable games, numerous boats to explore, and wonderful people to meet.

Take a moment to review your specifications, inventory lists, and photos. Hannah and Esther will gladly receive these items and make any necessary updates.

Happy Holidays from all of us at Anacortes Yacht Charters!

Marcus Abbott, General Manager

