

featured destination

Yacht Club of the Americas



With dockage at a premium, Yacht Club of the Americas (YCOA) is not only making sure you have a slip but offering the highest standard in services to ensure an exceptional stay. YCOA is a network of premier yacht clubs where boat owners can own a wet or dry slip ensuring permanent water access while receiving five-star concierge service at all YCOA Yacht Clubs. YCOA locations are private member-owned facilities that are designed and planned to fully cater to the needs of their members. The professional staff has been trained in the art of exemplary service and complete customer satisfaction. With \$200 million of investment capital, YCOA has seven new facilities with a capacity to store 4,000 boats in Naples Harbour, Sanibel Harbour, Tampa Harbour, Key West Harbour, Stuart Harbour, New Smyrna Harbour, and Riviera Harbour (Ft. Myers) and Ft. George Harbour (Jacksonville). Plans are also underway to open additional yacht clubs in Charleston and Myrtle Beach, South Carolina and YCOA has signed a reciprocal agreement to open a facility in Grand Bahama Island. YCOA's maiden facility, the Sanibel Harbour Yacht Club which opened in April, 2006 is fitted

with nearly 400 storage slips, a gourmet restaurant and a host of superior, spa quality amenities. Prices at each location will vary based on supply and demand, and current local market.

Steeven Knight, the company's founder, states "The mission of YCOA is to save local marinas from developers who take water access away from boaters". Since 1989, Florida, has seen an increase of 365,000 registered boaters, but only a net increase of 300 slips, according to state boating statistics. "This is making a bad situation intolerable and I can't let that happen," says Knight, 50, who as the son of a yachtsman, admits he has salt in his veins.

YCOA's vision is to preserve the future for the next boating generation locking down the slips as a deeded asset that are expected to appreciate at rates of 25 to 35 per cent. The beauty of YCOA is that the emphasis is on luxury and is not determined by the size of the boat. Boats as small as 12 feet are welcome. All boat storage spaces are broken into two main categories: Dry

Rackominiums™ and Wet Dockominiums™. Although slip sizes and availability vary by location, most facilities have dry slip units that can accommodate boats up to 50' in length, 16' in height and 16' in width. YCOA can also offer custom sizes for larger boats. Dockominiums and Rackominiums are governed by the same Florida statute that regulates condominiums. That means that when they are all sold, YCOA turns over the marina debt-free to the owners who can then operate as a non-profit association that, for a nominal \$275 membership, offers tremendous advantages by literally making everything available at cost, from fuel to alcoholic beverages.

YCOA is growing rapidly to meet the needs of the recreational boater. Dry-docks address the needs of boat owners as supply of slips decreases and demand increases. Boating has soared in popularity and made waterfront property a high-demand, limited commodity. As small, formerly independent marinas have been purchased by large development companies and turned into residential condominiums, rental facilities are unable to produce the revenue necessary to justify their use of waterfront property. In addition, hazardous weather has destroyed hundreds of slips and environmental and regulatory land use restrictions have further reduced the available supply. Boat slip prices in Southwest Florida alone have doubled over the past 2 years. "The mom-and-pop marina is a thing of the past," says Knight. "These owners struggle to earn \$1 million a year on slip rentals, service and maintenance, but the cost of waterfront they are sitting on is worth \$25 million. It doesn't make sense and they have to sell and when they do, there is usually a developer waiting to put up more condominiums which for a boater like myself, spells disaster because the developers are not replacing slips and dry dock, but we are," he said.

YCOA places the emphasis on luxury and ease and takes the stress of preparation to get underway out of its' members hands. With a YCOA membership your car will be valet parked and dockhands take care of the loading and unloading all of your gear and provisions including food prepared from scratch by a talented culinary staff, using only the freshest, highest quality ingredients. With as little as one hour advanced notice to the Dockmaster, your boat will be "splashed" for you, fueled, and ready at the dock upon your arrival. As an owner at any YCOA location you also receive wholesale pricing on all your fuel, food and beverages. Members typically save up to



50 cents per gallon on their fuel! You also have reciprocal privileges at all of the YCOA Yacht Club locations.

At the end of the boating day, members and their guests return to their Yacht Club to enjoy the member's lounge for favorite libations and a beautiful view of the Yacht Club Basin. After dockhands unload your supplies, your vessel is cleaned and its' engine is thoroughly flushed with Salt-Away® Marine Treatment. Your boat is washed at YCOA cleaning station then covered, and returned to your space.

Yacht Clubs of the Americas allows boat owners to secure a permanent home for their boat as well as a membership in a community of active boaters. Enjoy your vessel with ease as you build equity in a highly valuable market.

For more information please visit: www.ycoa.com or call 800.944.6781. 