

# CONCH CHARTERS

British Virgin Islands

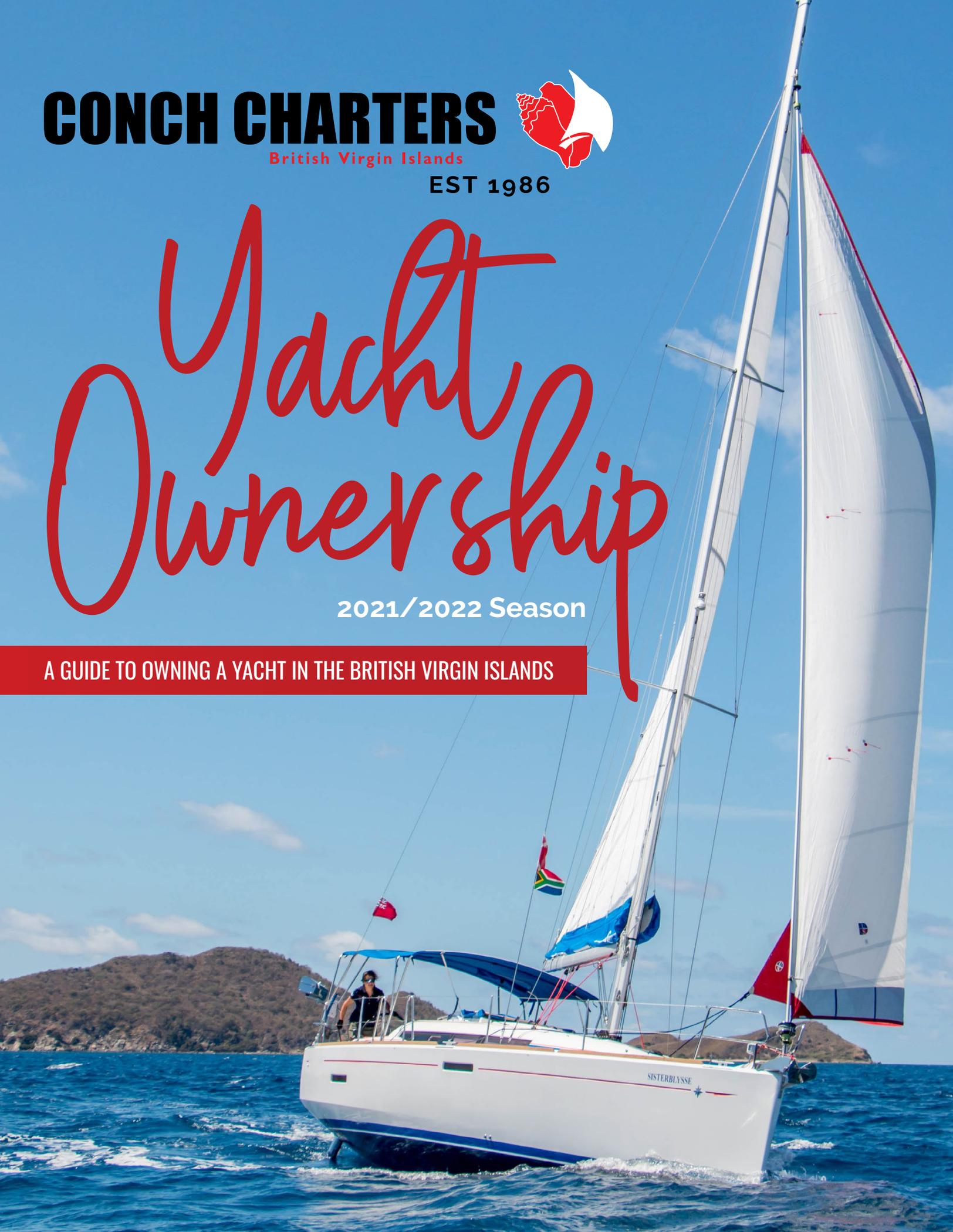


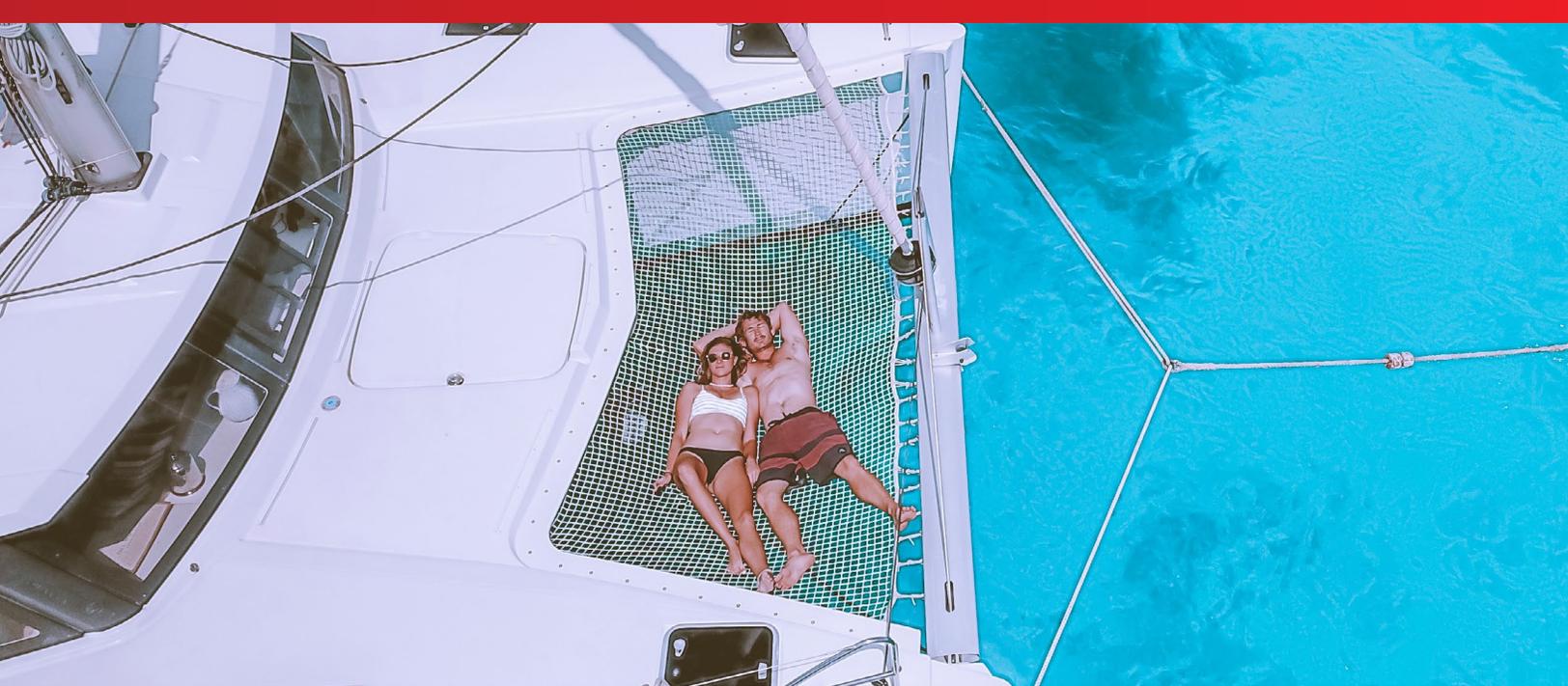
EST 1986

# Yacht Ownership

2021/2022 Season

A GUIDE TO OWNING A YACHT IN THE BRITISH VIRGIN ISLANDS





## INTRODUCING A BOAT TO OUR FLEET

Whether you already own a yacht or are looking to purchase one, we guide current and future yacht owners step by step through the induction process.

We can help you find your dream yacht through our yacht brokerage division, Charter Yacht Sales.

Conch Charters also has over 30 years' experience with hand overs and phase outs of yachts from other charter companies.

Our fleet is composed of both monohulls and catamarans, which range from 32ft to 54ft.

The fleet includes a wide variety of boats from many different manufacturers, including Leopard Catamarans, Lagoon, Fountaine Pajot, Bali Catamarans, Beneteau, Jeanneau and Hanse.

This means that our owners can consider many different types of yacht when selecting a boat for the Conch Charters Yacht Management Program.

We accept boats into fleet which are either brand new or around 5 years old to extend their charter life.



## WHAT TO EXPECT AS A BOAT OWNER

At Conch Charters you can rest assured your yacht is in good hands. We take pride in our maintenance schedule. Your yacht will be regularly inspected and serviced by our highly experienced team of technicians and mechanics.

We offer a full-service Yacht Management Program, which includes:

**Weekly checks** and supervision.

**Custom maintenance** programs to suit your boat.

**Chase boat support** and service for both owners and charter guests.

**Regular mechanical preventative maintenance.** For all engines and generators, service items such as the oil and filter, impeller, fuel filter, transmission oil etc. are changed at regular intervals.

We have a **dedicated and experienced procurement manager** to source and arrange delivery of a wide range of different parts. We also have an in-house chandlery which stocks a wide variety of parts.

We **manage and schedule diving services** – bottom cleaning, anode inspection, propeller replacements and video inspections between charters.

We work with **world class sailmakers** to supply sail solutions as well as bespoke canvass work.

**Airconditioning and refrigeration repair.**

**Project management** of haul outs, yard work and launches.

Management and oversight of **various upgrades and new installations** such as yacht electronics, underwater lights, solar panels and more.

**Yacht preparation for tropical storms.**

**Local licensing compliance** for HM Customs and the BVI Department of Agriculture and Fisheries.



## TAX BENEFITS

Conch Charters Yacht Management program is suitable for US yacht owners looking to actively participate in running their yacht as a charter business. Active yacht ownership refers to the business strategy of purchasing a yacht and placing it into a charter program to generate income. Establishing a for-profit business to own your yacht can reduce the cost of yacht ownership and provide the owner with significant tax benefits.

**While we point out and discuss the possible merits and challenges associated with the tax implications of owning a yacht, this is not intended to provide tax advice, as only a professional accountant or financial advisor acting in a fiduciary capacity should advise you.**



## Charter Yacht Sales

### THE BROKERAGE DIVISION OF CONCH CHARTERS

Charter Yacht Sales was established in 2004 and has helped future and current yacht owners by brokering hundreds of yacht deals during its history. As your acting broker we can represent you in the purchase or sale of your yacht. We are regulated by the BVI Financial Services Commission (FSC).

It doesn't matter if you're looking for a monohull, catamaran or a power yacht, we can help you find your dream yacht.

Unlike some transactional brokers, we establish longstanding relationships with the individuals we represent, and you can count on us to support you throughout the process.

We have a great deal of experience working with yacht dealers, yacht brokers, surveyors and document agents. As your acting broker, we can manage the specification and purchase as well as the commissioning and delivery of the vessel. We have regular discussions with our clients, so they can benefit from our expertise and previous experience.

As a member of Boats Group, we have access to SoldBoats.com, which we can use to estimate a fair-market value for a boat through access to actual sold boat data, as reported by YachtWorld brokerage firms. SoldBoats.com is not available to the public.

If you decided to sell your boat, we can act as your listing broker. We list our boats for sale via Boats Group which posts boats for sale on YachtWorld.com and Boats.com, which are the world's largest and most popular boating marketplaces. YachtWorld delivers more brokerage sales around the world than any other source.

# Conch Charters Yacht Management Program can make your dreams come true.

Imagine yourself on your own yacht, in some of the best cruising grounds imaginable — the British Virgin Islands. You set sail, with no restrictions on where you can go and with the peace of mind that your yacht has been well taken care of by one of the most reputable and long-standing charter companies in the British Virgin Islands.

There are many benefits of being a yacht owner with Conch Charters:

## UNLIMITED FREE SAILING



**Unlimited free sailing** across the Caribbean – from Puerto Rico to Trinidad, starting in the best cruising grounds in the world.

## CLEAN AND SAIL-READY YACHT



We have built up an experienced team of extremely knowledgeable yacht professionals who will diligently take care of your yacht. **Your yacht will be clean and ready to sail** when you arrive at base.

## EXCELLENT CUSTOMER SERVICE



Being a smaller owner-operated company, we offer **excellent customer service**, flexibility you can't find anywhere else and a personal touch.

## OFFSET THE COSTS



Generate charter revenue to **offset the costs of yacht ownership**.

## POTENTIAL TAX BENEFITS



**Potential tax benefits** associated with active yacht ownership for US taxpayers.

## 30 YEARS OF EXPERIENCE



The **security** of being with a company which has been in business for over 30 years.

## WHO WE ARE

Conch Charters was established by Brian and Cindy in 1987 at Fort Burt Marina in Road Town on the island of Tortola in the British Virgin Islands. We continue to occupy the same premises we did over 30 years ago!

We pride ourselves on our commitment to customer service and satisfaction. We strive to ensure that our charterers have the most comfortable, fun, and pleasant experience possible.

Our Yacht Ownership Program is managed by people that are actually located full time at our base in the British Virgin Islands, never far removed from your yacht.



You can't buy happiness, but  
*you can buy a boat.*



**We are here to make your dreams a reality.**



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