



MARINEMAX CHARTER YACHT OWNERSHIP PROGRAM

FREQUENTLY ASKED QUESTIONS



GET PAID TO VACATION!

Enjoy power boat vacations on the yacht of your dreams and leave the work to us. Read through these frequently asked questions and then contact us with any others.

Who buys boats in the MarineMax charter program?

We have a diverse group of owners: pilots, college professors, doctors, business owners, retired individuals who all have one thing in common - the love for boating, the islands and creating memories that last a lifetime without the worries of boat maintenance.

Why are the BVI's the place to buy a charter fleet yacht?

The British Virgin Islands, "Natures Little Secret" are a collection of more than 60 islands for you to explore for many years. The BVI caters to the charter yacht industry and offers something for everyone including diving, snorkeling, beach combing, white sandy beaches, famous beach bars and restaurants. The people of the islands are very friendly. The currency is US Dollar and the language is English.

Why are The Bahamas the place to buy a charter fleet yacht?

Considered by many to be the boating capital of the world, with its calm waters, warm breezes, and panoramic beauty, The Bahamas is a boating paradise. Wake up each morning on your chartered boat with a new adventure to embark upon, whether it be snorkeling, fishing, island hopping, or a little bit of everything. Only 165 miles away from Florida, The Bahamas are very easy to get to and served by multiple airlines with direct flights from various USA cities.



The two cabin Aquila 36, MarineMax 362



The three cabin Aquila 44, MarineMax 443



The five cabin Aquila 54, MarineMax 545

What type and brand of boats are accepted in the MarineMax Vacations charter fleet?

The MarineMax Vacations fleet is comprised of the award-winning Aquila range of Power Catamarans, custom made for MarineMax. With over 40 years of manufacturing experience and the collaboration of multiple award-winning firms and designers, Aquila Power Catamarans is the world leader for high quality, innovation filled and exceptionally performing power catamarans. No other vessel on the planet offers more features, reliability, durability and value than our world class lineup delivers:

The two cabin Aquila 36, MarineMax 362 was voted best Power Multihull 2018.

The three cabin Aquila 44, MarineMax 443 received AIM Media Editor's Choice Award for Best Multihull 40' - 49'.

The five cabin Aquila 54, MarineMax 545 will join the fleet in January 2021.

Which boat is best for me?

The decision of which boat is best, depends on two factors; how many people will be enjoying the islands with you and what you plan on doing with the yacht at the end of the program.



- For the ultimate experience aboard our power catamarans, MarineMax 362 offers the conveniences of a large yacht including topside summer kitchen and smokeless grill, comfortably accommodates two couples. Powered by efficient and reliable twin Mercury outboards, the 362 provides spirited performance and excellent fuel economy.
- For a spacious 3 cabin layout, you can't beat the MarineMax 443, with a forward master cabin spanning her beam and a full king size walk around berth and en suite head. Port and starboard cabins have ample space and private en suite heads.
- The new MarineMax 545 will change the charter market with 5 cabins and 5 heads, large flybridge, easy access from the flybridge to the bow and more. The MarineMax 545 enhances on-board luxury with full size refrigeration, master cabin with a full king size walk around berth and en-suite head, three additional large cabins with en suite head, one cabin with exterior access with bunk beds and a single skipper cabin.

How much usage do I get as an owner?

Under the guaranteed fixed payment option program, an owner has between 6 to 9 weeks of usage a year, depending on the destination where your yacht is based.

What if I only use 2 weeks, can I get paid more?

The payment from the charter company to you is fixed regardless of charter activity and how much the owner uses the yacht. The charter company assumes all risk that the boat will charter enough to cover all operating expenses including dockage, insurance and maintenance. Under the fixed payment option, the charter company benefits if they boat charters more than forecasted.



There is an option for a revenue share program. Advantages to the revenue share program include unlimited owner usage, owner can earn a higher return after expenses and potential tax advantages. Under this program the owner covers the operating expenses (dockage, maintenance, insurance, parts, etc.)

Can I use my weeks in succession or consecutively?

One of the benefits of the MarineMax Ownership program is the flexible owner use policy. Depending on the time of year, you can use up to 6 continuous weeks in the BVI's although most owners go for two weeks at a time.

Are there any blackout dates for owners use?

No blackout dates! You are only limited by the amount of time you can use by season.

How far in advance can I reserve my boat?

As an owner you can reserve your yacht as far out as you like. If you know there is a week that you want every year, you can book that week for the term of the program.

What happens if my boat is booked for charter and I want to use it?

If possible, we will move reservations around to put you on your own boat. If we are not able to shuffle around reservations, you have up to two weeks a year to use as reciprocal use on a similar yacht to yours in your home base.

How long does the boat have to stay in the program?

The program varies in length between 12 months up to 5 years depending on the model and destination selected. Call us for available inventory. After the first 12 months, you can exit the program with 3-months notice to allow us to relocate charters. Under the fixed payment option, the payments will end on the last charter date.



Is this time-share applied to multiple boats?

No. Unlike time-share or fractional ownership, there is only one owner per boat. You even get to name her (with MarineMax approval).

Can I finance the yacht?

Yes. We can help you with financing. The banks usually require 25% down payment and will finance the yacht up to 15 years. Interest rates are driven by the bank at time of purchase. Under the “fixed payment” program, the payment from us is the same regardless of how you pay for the yacht.

How much can I earn by renting my boat?

With the standard MarineMax Vacations Ownership program, you have a fixed monthly payment that varies between 6% and 9% annualized return based on the purchase price of the boat. The return varies based on the length of the program and the home base destination. The charter company covers the maintenance, insurance and dockage expense regardless of charter activity. Call to request sample proformas. With the revenue share program, you can potentially earn a higher return.

Am I exposed to any out-of-pocket costs for insurance, dockage or maintenance?

Under the MarineMax Vacations Fixed Payment program, while your yacht is in the program, we cover the expense of dockage, insurance and maintenance. You have zero out of pocket expense for dockage, maintenance or insurance premium. Call to get a copy of the management agreement.

Is there a tax advantage to owning a charter boat?

You may qualify for potential tax advantages; check with your accountant as all situations are different.

What happens at the end of the program?

You have options and we will help you find the right one for you:

1. Trade-in for a new boat and stay in the program. There is also an option to trade into any NEW yacht that MarineMax sells in the USA (Call for details).
2. Go cruising. We have many owners that buy into the program with the plan of enjoying the cruising lifestyle. Buying into the MarineMax program helps pay for the yacht.
3. Leverage the MarineMax network and list the boat for sale with MarineMax Vacations Yacht Brokerage. Unlike other companies, you are not forced into listing your boat with MarineMax. But we highly recommend it since we have exclusive worldwide rights to distribute the Aquila brand and we are the largest power boat retailer in the USA. We have a list of customers waiting for these award-winning Aquila Power Catamarans to become available in the preowned market.
4. Go into a second-tier charter companies. There are several second-tier charter companies that take older model yachts into their fleets. Most of the second-tier charter companies have a revenue split program.



Why should I go with MarineMax Vacations?

- Unparalleled customer service
- Premium and best equipped boats in the industry
- Experienced and proven management
- Knowledgeable and passionate support
- Committed to the boating lifestyle
- Aquila Power Catamarans.
- 20 years in the boating industry as a public company.
Listed in the NY Stock Exchange - HZO
- 60+ Retail Locations in the U.S.



How do I get more information?

For additional information and model specific proformas on available yachts contact:

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