

Yacht Management and Guardianage

Any yacht owner will know that the many joys of yacht ownership have their downside in the costs of berthing, maintaining and insuring their vessel.

They will be familiar with the worry of ensuring that any work is completed promptly and efficiently by trustworthy technicians and engineers.

For those owners who live some distance from the marina, an additional concern is to ensure that their yacht is safe and secure at all times.

To help owners maximise their enjoyment, and minimise the stresses of yacht ownership, Hamble Point Yacht Charters offers these competitive options for the care and management of your yacht:



"My yacht cost me just £800 to run for the whole year! I used my boat as often as I normally would, but when I wasn't using it was making me money - not costing me. The HPYC team did a superb job and I can't even tell it has been used more."

- Charter Yacht Owner



Yacht Guardianage

Yacht Guardianage is a straightforward service; we keep a professional eye on your yacht with daily and weekly checks, additional storm-checks and our professional valeters will thoroughly clean your yacht inside and out every fortnight, ensuring she is always ready to sail when you are.

Your yacht will never be used for charter, so you can leave all your possessions on board ready for your next visit. We can provide and manage additional services for you, such as berthing, insurance, maintenance and repair at very competitive rates and you can contact us at any time for professional help or advice.

Yacht Charter Management

With Yacht Charter Management, your yacht is added to our charter fleet. We will manage the marketing of your yacht for charter and handle all enquiries and bookings, prepare the boat for charter, conduct the handover and complete a post charter check-back and clean.

Please notify us in advance of the dates you wish to reserve for owner use. For all other dates when she is not on charter, she is available for you to use - but do please check with us in case we have accepted any short notice bookings.

Yacht Charter Management allows you to get the maximum benefit from your ownership, whilst ensuring that your yacht makes a significant contribution to paying her own way when you are not using her.

- ❖ With **Standard** Yacht Charter Management, you will receive a percentage of the charter income we generate, payable to you monthly. You are responsible for the yacht's running costs, berthing, insurance, maintenance costs and any repairs, although we can provide these services at a competitive rate.
- ❖ With **Subscription** Yacht Charter Management, you pay a low monthly fee and we pay for all of the running costs, insurance, maintenance, repairs and we even take the hit on any surprise bills so you know your expenses are limited to the fixed monthly subscription.

Yacht-Match

Yacht-Match is an innovative new service for owners looking to maximise their charter income.

Purchasing your new yacht through Yacht-Match and placing it with Hamble Point Yacht Charters on either Standard or Subscription Charter Management will ensure the greatest return on your investment.



Your new yacht will be fully coded and prepared for charter as part of your package, and you will be able to use up to two of your owners' weeks in any year at any of the 30+ worldwide Yacht-Match charter partners.

Which Yacht Management Programme is right for you?

			Standard	Subscription	
		Yacht Guardianage	Charter Management		Purchase through Yacht-Match
Package Benefits:	You own 100% of your yacht	Y	Y	Y	Y
	Use of your own yacht	Unrestricted	Unlimited	Up to 6 weeks per year	Up to 6 weeks per year
	Fewer restrictions on usage than on standard fractional ownership schemes	Y	Y	Y	Y
	Option to use Owner's Weeks worldwide	N	N	N	Y
	Yachts accepted on to the programme	All Yachts	All yachts in suitable condition	Yachts up to 4 years old in suitable condition	New purchases only
	On-shore storage for sails and canvas available	Y	Y	Y	Y
	Assistance & advice from our team on matters such as coding, maintenance, purchase options and VAT	Y	Y	Y	Y
What's Included:	Professional daily yacht checks plus additional adverse weather checks	Y	Y	Y	Y
	Cost of initial coding	N/A	N	Y	Y
	Annual berthing fees at MDL Hamble Point Marina	N	N	Y	As per your choice of Standard or Subscription Yacht Management Programme
	Annual Insurance fees	N	N	Y	
	Preparation of yacht for charter and cleaning afterwards	N/A	Y	Y	
	Cleaning yacht after owner use	Fortnightly clean	Y	Y	
	Routine maintenance and repairs including winter refits and lift outs	N	N	Y	
Payment for unexpected breakages / replacements	N	N	Y		
Income: Costs:	Monthly Fixed Fee (Subject to VAT)	£145 per month	None	£350 up to 32ft £550 for 33-37ft £650 for over 37ft	As per Standard or Subscription Yacht Management Programme
	Charter Income payable directly to you	N/A	60% of charter income	None	As per Standard or Subscription Yacht Management Programme

Yacht Management Costs - An Example

Below is a real and typical example of a 2006 Sun Odyssey 37 on our fleet in 2016. With yacht ownership there are always costs beyond the routine, so to provide a full and honest picture we list all expenses incurred for the year, both routine and unexpected:

	Standard Yacht Charter Management	Subscription Yacht Charter Management
Net Income:		
Total Charter Income for boat	£22,994	£22,994
Charter Management Costs:		
40% HPYC charter commission	£9,198	£0
Monthly Subscription Fees	N/A	£6,600 (£550 per month)
Net Expenses:		
Berthing	£7,897	£0
Insurance	£855	£0
Routine Maintenance:		
Winter Maintenance	£2,131	£0
Various GRP repairs	£411	£0
Other small jobs	£302	£0
Compliance and Safety:		
Hire of 8 person liferaft	£420	£0
Lifejacket inspection	£71	£0
Fire extinguisher service	£48	£0
Coding renewal fee	£140	£0
5 Year MCA coding inspection	£670	£0
Gas test & certification	£211	£0
Rigging check	£140	£0
Additional "Unexpected" Maintenance:		
Replace float switch	£25	£0
Replace Raymarine instrument	£456	£0
Replace lifejacket	£60	£0
Replace shower tray pump	£174	£0
Replace anchor windlass socket	£33	£0
Replace zip in stackpack	£68	£0
Replace engine mounts	£564	£0
Replace handheld radio	£127	£0
Replace UV strip on genoa	£484	£0
Repair gearbox	£673	£0
Other:		
Gas	£230	£0
Replace bulbs	£3	£0
Replacement batteries	£11	£0
Wear & tear replacements	£220	£0
Total Expenses:	£25,621	£6,600 fixed
Cost of Yacht Ownership for 1 year	£2,627	£6,600 fixed

On this occasion the yacht charter income offset most of the costs but please note that costs and charter revenue will vary from year to year. With the Subscription Yacht Charter Management programme the costs are known and fixed.

If you are unsure which is the best Yacht Charter Management programme for you, please get in touch and we will be delighted to discuss the options in more detail.

Frequently Asked Questions

Am I guaranteed an income?

We do not offer a guaranteed income as we like our owners to have flexibility in using their own yachts and we accept new and older yachts to join our fleet. With our Standard Charter Management, the more you use your yacht, the fewer bookings we can accept and the lower your income will be. If maximising income is important to you, please speak to us and we can advise you on the key dates in the sailing calendar.

We have a full marketing programme to promote the yachts on our fleet including exhibiting at relevant boat shows. We send direct mail at regular intervals to our large database of contacts and we have our own website and social media pages which perform highly in search engines. Full details of your yacht will be included in our brochure and on our website.

Can I reclaim the VAT on the purchase price and outgoing of my yacht?

Although the Inland Revenue tends to be suspicious of the motivations of yacht owners, there are potential tax advantages to be gained for the boat owner who is genuinely providing his yacht for charter usage.

We have experience in this area and can refer owners to specialist professional advisers who have been successful in ensuring that all our owners who wish to do so have been able to achieve VAT registration.

When will I receive the Charter Income on the Standard Charter Management programme?

We will charge your account with any maintenance or other expenses having pre-authorized any significant work with yourself and will send you a monthly statement showing charter income and expenses.

VAT-registered owners send us a VAT invoice for the gross charter revenue. We then immediately pay any monies due, less our own commission, directly into your bank account.

What about "Coding"?

Yachts in charter management must comply with the MCA Code of Practice for Small Commercial Vessels, otherwise known as the "Code". A "Coded" vessel is certified annually by the MCA and the managing agent to ensure that the yacht's structural integrity and equipment continue to conform to the high standards required. The amount of equipment needed to bring a yacht up to coding level will vary depending upon what equipment the yacht already has, however, for a bare yacht with minimum equipment the cost could be as high as £6,000. A comprehensive inventory is essential, but we will be pleased to offer full assistance with preparation for the registration of your boat.

In addition to the requirements for coding, we have a standard inventory including recommended galley equipment, pillows etc. Before every charter or use by owners we will put on board a welcome pack of basic supplies including cleaning supplies, toilet rolls, pillow cases and tea-towels.

Will my boat suffer from the extra usage?

We thoroughly vet all prospective charterers to ensure that they are capable of handling your boat. For every charter we carry out a comprehensive handover procedure to allow for familiarisation with your yacht.

On their return, we speak to the charterer to ensure that there have been no problems and we carry out a thorough check of the yacht. If the charterer is responsible for any loss or damage then this is immediately rectified and the cost is deducted from the charterer's security deposit.

We pride ourselves on the standard of our maintenance. Yachts under our management follow a rigorous maintenance and cleaning schedule. Charterers are often surprised by the good condition of even the older boats on our fleet, which despite the additional usage, therefore tend to retain their value better than similar yachts of the same age that have not been chartered.

Are any particular yachts more popular to charter?

Our fleet consists of around 20 yachts of varying manufacture and age, all of which operate under one of our Yacht Charter Management programmes. We will consider most yachts, but the ideal length is generally between 32 and 55 feet. A layout with three or more cabins allows for a much greater flexibility in chartering.

Whilst new boats are preferred, we will certainly also consider slightly older, well-cared for yachts. We have a strong charter following for yachts from specialist yards such as Arcona and Hallberg Rassy, and modern production boats are also popular as they offer good levels of accommodation and performance.

We would be delighted to offer help and advice with your choice of yacht.

Why choose Hamble Point Yacht Charters?

We have been based at Hamble Point Marina since 1993. During this time, as a family-run business, we have concentrated on offering a highly personal service to both the owners of the yachts on our fleet and to charterers. We aim for a friendly yet professional approach, and are members of the Royal Yachting Association, British Marine Federation and Professional Charter Association and we won the British Marine Federation Customer Service Award 2018 and hold a Certificate of Excellence from Trip Advisor.

The majority of our charters are repeat bookings and much of our business is through personal recommendation. We have a reputation for a high quality of maintenance and presentation of our fleet, at the top end of the charter market. Our charterers tend to be individuals, families, sailing clubs and retired persons.

Our location at Hamble Point Marina is easy to get to, and provides prime access into the Solent.

We will always be pleased to help with any queries that you may have concerning your yacht, equipment or sailing generally, and access to our 24 hour emergency hotline is available to you whenever you are sailing.