

THE SAILCARIBE YACHT MANAGEMENT PROGRAM





About Us

SailCaribe is the original and premier boutique bareboat charter operation in the Caribbean.

We formed as a branch of Atlas Yacht Sales, exclusive dealers for Lagoon Catamarans, Jeanneau sailboats and Catalina sailboats.

We began operations in 2006, managing a small fleet and an ASA sailing school/certification facility.

SailCaribe offers yachts ranging between 40' and 51' for bareboat and skippered charters.



We are blessed with a pristine, unspoiled cruising area off the eastern coast of Puerto Rico, formerly called the Passage Islands, now known as the Spanish Virgin Islands or Puerto Rican Virgin Islands, and even the Western Virgin Islands.

The islands consist of Culebra, Vieques, and their smaller surrounding cays or *cayos* in Spanish.

AMERICAN SAILING



As an American Sailing Association (ASA) facility, SailCaribe also offers private learn-to-sail charters.

Our ASA Learn to Sail private charters offer a hands-on, personalized approach to mastering sailing skills while enjoying a unique adventure. Perfect for individuals, couples, or small groups, these charters provide the opportunity to earn ASA certifications while exploring beautiful destinations.

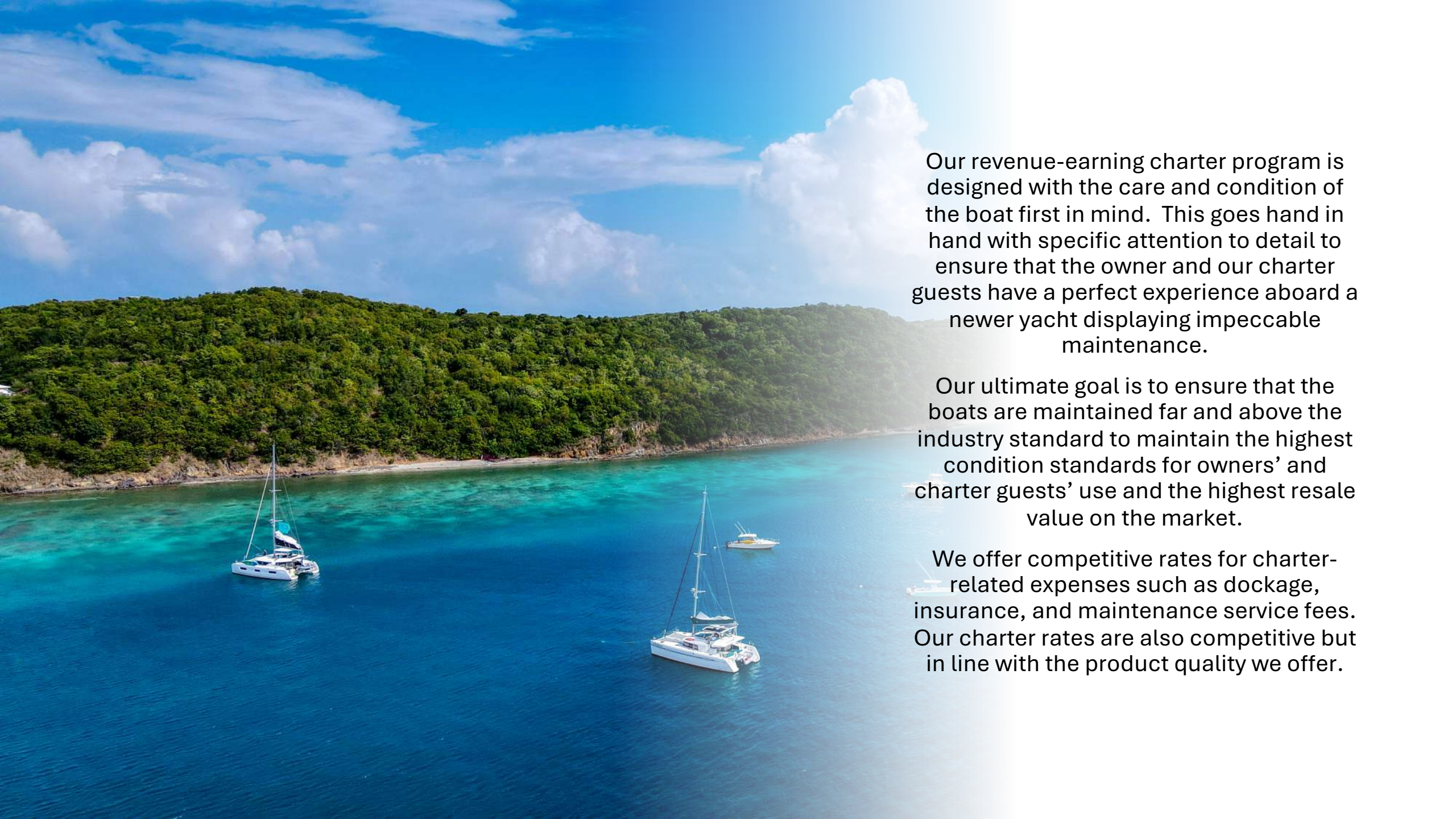
- **Key Features:**
- **Customized Instruction:** Learn at your own pace with an experienced ASA-certified instructor.
- **Flexible Schedule:** Choose a timeframe that works best for you.
- **Practical Experience:** Gain real-world sailing knowledge while cruising through scenic locations.
- **Certifications Offered:** Courses include ASA 101 (Basic Keelboat), ASA 103 (Coastal Cruising), ASA 104 (Bareboat Cruising) and ASA 114 (Cruising Catamaran).
- **Private Environment:** Enjoy the exclusivity of learning with just your group.



Another significant factor contributing to the success and popularity of our operation is the state-of-the-art, first-class marina where we are based. It is called Safe Harbor Marina - Puerto del Rey in Fajardo, Puerto Rico.

At Puerto Del Rey, SailCaribe has a dock facility where each boat has private dock space.

Our yacht owners and charter guests thoroughly enjoy the marina facilities, including restaurants, a dive shop, boat chandlery, a workout center, car rental, and every yachting service imaginable.



Our revenue-earning charter program is designed with the care and condition of the boat first in mind. This goes hand in hand with specific attention to detail to ensure that the owner and our charter guests have a perfect experience aboard a newer yacht displaying impeccable maintenance.

Our ultimate goal is to ensure that the boats are maintained far and above the industry standard to maintain the highest condition standards for owners' and charter guests' use and the highest resale value on the market.

We offer competitive rates for charter-related expenses such as dockage, insurance, and maintenance service fees. Our charter rates are also competitive but in line with the product quality we offer.



SailCaribe advertises in significant sailing magazines in the US:

All at Sea

Sailing Magazine

Sail Magazine

Lattitues & Attitudes

SailCaribe works with the highest-producing charter brokers in the world and are also a part of the Sedna charter booking system, where charter vacation brokers worldwide can offer SailCaribe charters to their clients.



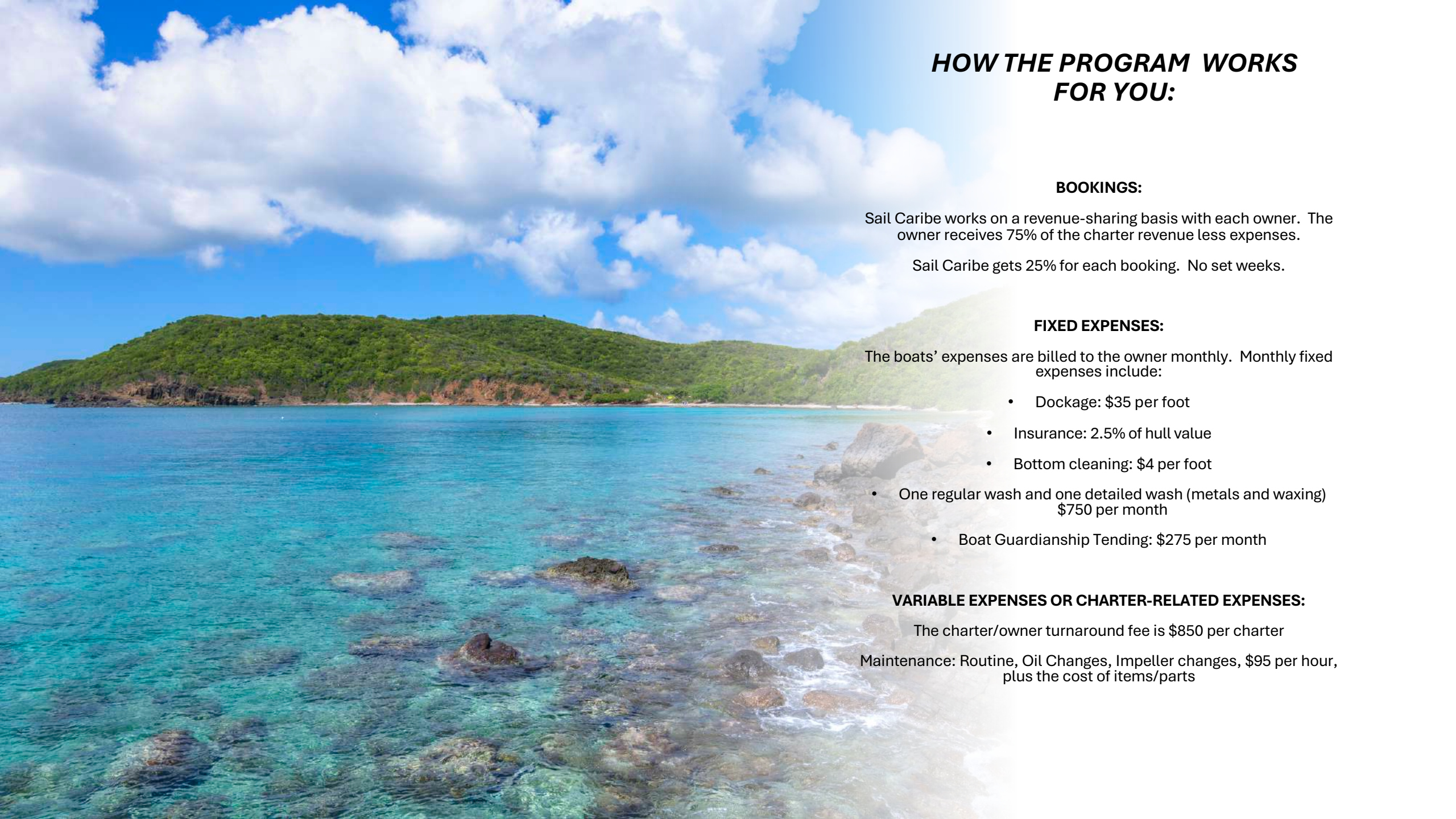
A large sailboat with a white hull and a massive white sail is sailing on a blue ocean. The sail is fully deployed, and the boat is moving quickly, creating a white wake. A person is visible at the helm. The sky is clear and blue.

Once an owner purchases a yacht, we assist with all aspects of their charter yacht ownership.

Hiring and retaining the best crew, managing their charter calendars, assisting with charter fleet insurance, and overseeing maintenance and warranty claims for their yacht.

Yacht ownership allows owners to use their yacht whenever they wish, as there is no usage limit.

By offering their yacht for charter with an established management company, they can receive substantial tax benefits and depreciation that would not be available if operated privately.



HOW THE PROGRAM WORKS FOR YOU:

BOOKINGS:

Sail Caribe works on a revenue-sharing basis with each owner. The owner receives 75% of the charter revenue less expenses.

Sail Caribe gets 25% for each booking. No set weeks.

FIXED EXPENSES:

The boats' expenses are billed to the owner monthly. Monthly fixed expenses include:

- Dockage: \$35 per foot
- Insurance: 2.5% of hull value
- Bottom cleaning: \$4 per foot
- One regular wash and one detailed wash (metals and waxing) \$750 per month
- Boat Guardianship Tending: \$275 per month

VARIABLE EXPENSES OR CHARTER-RELATED EXPENSES:

The charter/owner turnaround fee is \$850 per charter

Maintenance: Routine, Oil Changes, Impeller changes, \$95 per hour, plus the cost of items/parts



Things to Note:

**Personalized
Customer Service**

**In-House
Maintenance Team**

**Fleet Manager/Boat
Briefer**

Base Manager

**Full-time Exterior
and Interior
Cleaners**

**Maintenance
Support Members**

**Chase Call Boat for
On-Water Issues**

**24 Hour Dedicated
Phone Line for
Guest Assistance**

**Many direct flights
from most major
US cities**

**No Passport
Required for US
Citizens**

**Our base is a quick
45 Minute Drive
from (SJU) – Luis
Muñoz Int'l Airport**