

YACHT MANAGEMENT

diYachting Ltd

diYachting was founded by Matt & Liz Abbiss to assist owners of yachts in the 55 to 80ft bracket, this is our area of expertise having spent 15 years working together as Captain and chef on similar sized vessels.

Matt is qualified as an RYA Commercial Yachtmaster Ocean Instructor and has sailed over 200,000 nautical miles in over 30 years of sailing. He has skippered 12 ARC transatlantics, 5 Fastnet races and has won trophies at over 30 regattas over the years. Aside from being a professional sailor for 20 years Matt has an LLB (Hons) degree in Law, a diploma in Yacht Brokerage and Management and experience in Banking and Insurance. Matt now handles all the management of our yachts and will be the one you have most contact with, he's there for advising you on MCA coding, VAT, parts and logistics, crew and more....

Liz has been a sailor since an early age and she has worked aboard with Matt for 15 years and has sailed over 150,000nm, done 12 transatlantics, 3 Fastnet races and helped win nearly all of those 30 trophies! Liz studied Tourism and Business at university and has a wealth of knowledge to call on when it comes to marketing our boats. Liz now heads up the Charter sales part of the business so it's her who takes the bookings and liaises with the owners and captains regarding the charters.

Every yacht owner and captain can benefit from shore side management, running a yacht takes time, a crewed yacht even more time and a crewed charter yacht more still. At diYachting we offer full management services to take the workload away from you and leave you with a stress free boat to enjoy when you want it. For a monthly fee we can completely take over all of the management of the boat. Leave us to take care of all the details and you will save not only time but in the long run you could save money too.

As part of our standard management contract we will handle all of the boats logistics liaising with the captain (if applicable) to make arrangements for maintenance, marina bookings parts requisitions, safety equipment servicing and replacement, certification renewal and compliance as the regulatory goalposts continually change, we keep it all up to date and logged so a renewal is never missed. We can also handle all your financial management, we will set up and use a very efficient multi currency account or you which gives us great exchange rates and also currency cards for the crew and APA. We report all of this on an online accounts package so you you can easily access and see exactly where you are, how the budget is doing and whether you need to top up the funds. We take care of balancing the accounts, paying invoices, making sure the Crew get their salary on time, social security paid, have enough time off and are continually in compliance with the Maritime Labour Convention, we vet the captains expenses and make sure they receipts are in place and for the correct amounts and products. We can handle all the receipt of charter funds, payment of charter VAT.

We can manage refits when the captain is on Vacation or if you only employ a seasonal crew, we take care of all the arrangements before the boats arrival at the yard to make sure yard time goes smoothly, efficiently and quickly without wasting time. We can even take over warranty negotiations with the builder as we understand this can be a particularly large headache for many owners, we know the business really well and can spot the shortcuts builders are often trying to take before they start work.

We will do all of this with little or no day to day intervention from you, we usually have an owner meeting planned for every 3 months where we will provide an update on how things are going and discuss charter pricing, programme, budget, job list and logistics for the upcoming period. We can produce a budget with you and recommend a level of funding for the yacht also discussing any improvements you want to have done bringing you quotes and options. Our management is proactive and we will be suggesting repairs, maintenance and improvements along the way. If you don't have a captain we can find one for you full time or just when you need one for the season, a week or even just a few days, if not we can handle maintenance either on an ad-hoc basis or through one of our maintenance plans or packages.

If you do have a captain already we can liaise directly with him taking the pressure away from him for all the behind the scenes work leaving him to concentrate on the job in hand, skippering the boat and looking after you and the guests.

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Company Number - 8985432 VAT No. GB-207232641
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ONE NUMBER TO CALL, the best bit of having us manage your yacht is you know from the start that whatever the problem or requests you have just one number to call, mine! We then do the rest, no need to search around looking for services, berths, parts etc, leave that to us. We firmly believe that owning a yacht should be an enjoyable experience and by removing the headache of managing the yacht we can keep your mind on your leisure time aboard leaving you to concentrate on your other business and leisure interests when at home.

Management À La Carte

Our management packages are flexible and can be tailored to exactly your needs, they start from £250 + Vat per month. Our all in package is to take Consultancy/Logistical/Compliance and Financial Management plus use our crew employment service through Guernsey all at the reduced price of £1250 per month.

Details of the packages available are below;

- **Consultancy** - unlimited advice and consultancy on all aspects of your yacht - £250 per month.
- **Logistical Management** - We handle all of the logistics involved with your boat, maintenance schedules, berthing bookings, parts requisitions and shipping, subcontract engineers, shipyards, warranty issues. - £375 per month.
- **Compliance Management for MCA and MLC.** We manage key compliance dates, managing safety gear servicing and replacement, renewal of certificates and one visit to the yacht (in the EU) for the renewal exam. - £150 per month (Add £1000 lump sum for first time MCA setup and 5 year renewal + surveyors fees where necessary)
- **Financial Management** - We handle all of the financial management of the yacht and/or charter company, through a dedicated client currency portal we can hold and manage funds including cards and cash for the captain for expenses and APA, we will balance the accounts, pay invoices in and collecting money & producing invoices out, All of this is done through online accounts packages allowing you real time access, we also use a clever app for the crew to report expenses to us without using clumsy spreadsheets and posting receipts. - £500 per month.
- **Guernsey Crew Employment** - diYachting along with a partner company in Guernsey can also employ your full time crew directly and then subcontract them to you, this means you don't have to worry about the liability issues or social security hassles of employing the crew direct a great advantage if you own the boat privately rather than through a company keeping you in compliance with EU law. You get your own shell company just for you and your crew in Guernsey. Fees are £100pm to diY which includes 1 crew member. then £50 per crew member over this. plus you pay 3.75% fee direct to your guernsey company on the monthly salary invoice.
- **FULL MANAGEMENT** - includes all of the above (except lump sums) for **£1250** per month (assuming 2 crew) instead of £1425.

Maintenance

If you don't have a crew or you only employ a Captain for the summer months then we can help you out with your maintenance and cleaning requirements.

We offer a full range of products for the busy owner who sees the benefits of having his boat looked after professionally but doesn't want full time crew aboard all the time. We offer fully managed maintenance contracts where you can book a certain amount of maintenance days each month making sure the boat is clean, tidy serviced and ready for you when you need it down to our WINTERVENTION package where we take care of her over the winter months, laying her up in the autumn, checking on her over the winter and putting her back together in the spring. Or there is our SUMMERSERVICE to keep you going mid season or Haul Out management where we take care of your yard jobs and arrange antifouling, anodes etc.

If you don't want to commit to a package then no problem, just contact us when you have a job in mind and we can quote for the work, from installing a WiFi router or SatPhone that actually works, new toilets or our lovely retractable shore power cables. We can deliver parts anywhere in the world or come aboard to rescue a broken windlass or windsurfer. No job is too big or too small.

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All prices exclude VAT where applicable and are based on a 12 month minimum contract (although we do offer reduced terms for Guernsey employment if you have a shorter fixed term crew requirement, please contact for more details.) .

We also have some great deals with suppliers for parts and we can offer our managed clients (min spend £500 per month) discounts of at least 10% on anything we order for you, sometimes this is a 20-30% saving to you!

This management works really well alongside our Central Charter Agency services where we can manage the charter bookings, market the boat to direct clients and other charter brokers and make sure you get all your available weeks filled maximising revenue.

Crew

Recruitment

If you need a crew but have no idea where to start we can handle the recruitment process for you from CV collection to employment contract and certificate inspection, you employing the crew directly in the end. (Fee is 10% of first year salary, we charge 25% of the fee on signing of the crews contract, 50% on their first day at work and 25% after 6 months or half way through their term of contract whichever is sooner, any payments not already made will not be charged if the crew contract is terminated before a payment is due). Having us handle your recruitment gives you security to ensure you are covered if someone leaves or if you need to fire them, we can easily replace crew, send our team to take care of the handover, get rid of a bad crew or get you out of a sticky situation if your crew leaves you unexpectedly with the boat in a remote place, we get the boat back for you then sort out the new crew! (standard temporary crew fees apply)

Flexible Crewing

If you are not sure you need a full time crew then you can use one of our employees when you need them for maintenance, skippering, hostessing etc etc, you get the type of person you want when you want them and avoid the costs when you don't need them. There are clear flat fees for this so you can plan your budget well in advance, the longer you use someone the cheaper they get!. We even offer to guarantee you a certain person whenever you want them (conditions apply) if you commit to taking them for at least a week per month throughout the year. contact us for our latest rates for crewing. For sure if you then take the crew for a long period it is going to be more expensive than employing them direct but on the other hand if you decided you didn't need a crew very much you would save considerable amounts of money Ideal if you want crew in the summer and just occasionally through the spring and autumn with the boat joining one of our maintenance packages for the winter.

We'd love to meet up and discuss your specific requirements and find a bespoke solution for you.

MCA & MLC

For Commercial Yachts registered under the UK red flag states conformity with the MCA Code of Practice is mandatory, it involves complying with a strict set of rules relating to Safety gear, construction, fireproofing etc followed by a Survey. We have been preparing yachts for the MCA coding survey for many years and offer a comprehensive package of advice, prep and survey where we can take all of the uncertainty out of getting your yacht a Coding Certificate. The MCA standard isn't just relevant to Red Flag states it's useful for yachts under other flags and as a worldwide benchmark an MCA certificate is often accepted in place of local rules. When we do your MCA coding we become your MCA managing agent so handle all the questions and queries between you and the MCA throughout the year after which you can instruct us for another year to handle your annual inspection and another year as managing agent.

The Maritime Labour Convention (MLC) became mandatory for UK flagged vessels on international voyages from 2014, it's a strict set of rules about employing crew and their welfare and safety, we have been preparing yachts for the MLC since its inception and can handle your MLC compliance alongside your MCA coding or as an additional add on. See our MCA fact sheet for more information.

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