



THE
POWER
OF THE IGY
NETWORK



THE IGY VISION



YACHT HAVEN GRAND, ST. THOMAS



Friends and colleagues,

When I founded Island Global Yachting in 2005, the concept was straightforward and simple: apply the luxury hospitality regimen to the marina industry. Over the last six years, the benchmark has been elevated, and IGY is responsible for raising that bar and building a network of destinations that speak volumes about our focus and determination. Through our team of seasoned marina and waterfront experts IGY has a unique vantage point from which others can benefit.

We've grown the network to 12 IGY destinations, each with their own distinct local flavor, but all with a single vision: to consistently provide our customers with the ultimate yachting experience through a world-class level of facilities, services, and staff.

Welcome to the IGY network,

A stylized, handwritten signature in black ink, consisting of several fluid, overlapping loops and a long horizontal stroke extending to the right.

Andrew L. Farkas
Chairman, Island Global Yachting

THE IGY

DISTINCTION

MARINA PAPAGAYO, COSTA RICA

IGY'S MARINA
MANAGEMENT SERVICES
OFFER A COMPLETE
ARRAY OF MANAGEMENT
AND TRAINING SOLUTIONS.

Our exceptionally skilled and experienced in-house professionals routinely assist and guide owners in all areas of management, from operations to branding and marketing.



“The facility is perfectly suited to the needs of a super yacht. It’s obvious that a lot of time went into the thought and planning of this marina. The staff is courteous and efficient and the layout provides a naturally secure environment. Proximity to marine services and crew entertainment is always a plus as well. Definitely our favorite place to base in the Caribbean for the winter months.

Thanks for doing a great job for us.”

– Gregory Clark, Captain M/Y Casino Royale, 163ft Christensen

THE YACHT CLUB AT ISLE DE SOL, ST. MAARTEN



For our guests, the IGY marina focus is on delivering the highest caliber of personalized customer service. From the proactive approach of marina staff to the impressive array of amenities and services available, the IGY distinction is unmistakable.

THE IGY APPEAL



SIMPSON BAY MARINA, ST. MAARTEN

FOUNDED IN 2005,
IGY MANAGES 12 MARINAS
AND OWNS 7.

Island Global Yachting (IGY) owns and operates a growing network of distinct luxury yachting destinations frequented by the world's most discerning yachting clientele. Marinas bearing the IGY logo are instantly recognized as maintaining an unparalleled level of service and hospitality.

This hands-on experience is unrivalled and gives us an advantage and a unique perspective into the day-to-day operations and management of a state-of-the-art marina and its related facilities.



From marinas that cater to major sportfishing events, to charming coastal New England cruising grounds, to the busiest of megayacht charter destinations in the Caribbean, IGY marinas are managed to cater completely to each unique customer segment. We manage over 2,000 slips – 290 of which are dedicated to vessels over 80 feet and up to 500 feet.



“As extremely impressed first-time visitors to this safe and well run marina, we would have no hesitation in recommending it to sports fishermen, sailors and cruisers alike.”

– Team Kenya, IGFA World Championship contestants at Marina Cabo San Lucas.



“The Yacht Club at Isle de Sol [IDS] is the perfect marina for us.

The berths are spacious so we are not pressed up against other yachts; the facilities are very new, well designed and very well maintained. The staff is efficient, friendly and very flexible. Last-minute requests for a berth are accommodated whenever possible. The management of the boats is very professional. On top of this, the location for access to the sea and the airport is very close.”

– Adrian O’Neil, Captain M/Y Oasis, 195ft Lurssen

THE YACHT CLUB AT ISLE DE SOL, ST. MAARTEN



MARINA SANTA MARTA, COLOMBIA



BOSTON YACHT HAVEN, BOSTON



“The staff is some of the friendliest people I have ever had the opportunity to work with.

They take great pride in making the customer feel welcome and they go the extra mile to ensure there is nothing we need or want that isn't taken care of.”

— Keith T. Moore, Captain M/Y Lady Sheridan, 189ft Abeking & Rasmussen

YACHT HAVEN GRANDE, ST. THOMAS



RODNEY BAY MARINA, ST. LUCIA

THE IGY BENEFIT

“Your understanding of our challenging schedule was really appreciated and thanks to your efforts and organization, we managed to have the boat ready for our boss in the short time available. I look forward to our return trip and thanks again for all your excellent help.”

– Clive Willenbrock, Captain M/Y IDOL

MONTAUK YACHT CLUB RESORT & MARINA, NEW YORK



Marinas in the IGY Network have benefited from:

The realization of an **additional \$1,000,000 in annual income** due to operational efficiency, scale, and market leverage

Double digit EBITDA growth every year across the portfolio for each of the past three years

19% average annual increase in client visits across the portfolio year over year

THE IGY ADVANTAGE

*“IGY’s Yacht Club at
Isle de Sol is simply the best
super-yacht marina in the
windward and leeward is-
lands of the Caribbean.*

*From the Director down to the Dockmaster, who greets you on the
seaward side of the infamous bridge to the lagoon, all are welcoming.*

For this Med-based boat, it is our home away from home.”

– Emile Coetzee, Captain, M/Y Hurricane Run, 176ft Feadship



OPERATIONS / MANAGEMENT

EXPERIENCED MANAGEMENT TEAMS

Immediate access to facilities management, sales, marketing and operating teams who can be deployed to improve operations within days.

TRAINING AND SUPPORT

All elements of marina management training and facility audits.

ENVIRONMENTAL AND REGULATORY SUPPORT

An understanding of the environmental aspects and impacts of operations in every region.

DEVELOPMENT CONSULTING

Internal resources to complete or undertake projects, capital improvements, marina design and construction management services.

MARINA & RESORT CONVERSION

In-depth assessment of berth inventory to maximize value for developers and owners. This includes reverse engineering of failed fractional properties to rental cash flow models as dictated by market conditions.



AMERICAN YACHT HARBOR, ST. THOMAS

FINANCIAL MANAGEMENT

MARKET INTELLIGENCE

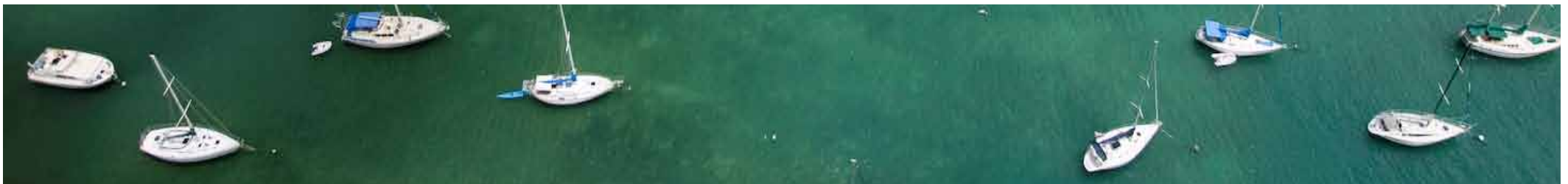
Access to operating data and analysis from the marina portfolio; the sharing of best practices across the marina network.

FINANCIAL REPORTING

Monthly, quarterly and annual financial reporting and timely preparation of operating capital and marketing budgets.

INSURANCE

Access to IGY Global Risk Management Programs, which can save marinas thousands of dollars in premiums.





MARKETING

CUTTING-EDGE IGY INFORMATION TECHNOLOGY

IGY's web-based marina information technology platform affords access to loyal vessels, captains and customers who frequent IGY locations.

MARKETING AND ADVERTISING

Access to an experienced marketing team and IGY Global Partner branding including advertising, brokerage, event support, direct marketing, internet marketing, public relations, customer loyalty programs and the IGY Global Reservation System.

ANCHOR CLUB / LOYALTY PROGRAM

IGY customer loyalty program - the first and only captain and vessel owner rewards network that drives repeat business and longer stays. Our Strategic Partners use the Anchor Club as a vehicle to reach their target markets across the IGY network.



ENGINEERING & DESIGN

Our full service engineering team is experienced in all facets of marina design and development, including preliminary planning, cost estimating, marina pro forma preparation, environmental permitting, detailed plans and specifications, bidding, and construction oversight.



IGY ENGINEERING & DESIGN

SERVICES & CAPABILITIES

MARINA AUDITS

- Design Review*
- Operational Efficiency Studies*
- Financial Analysis*
- Due Diligence*



MARKET STUDIES & BUSINESS PLANNING

- Market Analysis*
- Feasibility Studies*
- Economic Pro Forma*



FACILITY PLANNING

- Marina Layout*
- Harbor Analysis and Optimization*
- Upland Programming*

ENGINEERING & DESIGN

- Oceanographic Studies & Surveys*
- Coastal Structure Design*
- Docks, Piers, & Wharves*
- Bulkheads, Revetments, Groins, & Jetties*
- Utility Specification and Design*
- Tender Services*
- Construction Services*

Having worked on over 600 marina projects around the globe, IGY leverages this planning and design expertise to add great value to new marina developments and redevelopment opportunities.



ENVIRONMENTAL PERMITTING

- Environmental Studies*
- EA/EIS*
- Regulatory Approvals*





CORPORATE TEAM

MARINA & RESORT CONVERSION | SEASONED, GLOBAL MANAGEMENT EXPERTISE | MARKET INTELLIGENCE

ANDREW FARKAS

Chairman

FRANK GARRISON

Chief Executive Officer

TOM MUKAMAL

President

KENNY JONES, MBE, CMM

Executive Vice President Operations

SAMUEL PHLEGAR, P.E.

General Manager of Marina Design & Development

EDWARD MODZELEWSKI

Principal

MARK LANDE

General Counsel

JENNIFER GREENE

Executive Vice President Finance

ERIC SIMONTON

Director Business Development

BERT FOWLES

Vice President Marketing

MARKETING & BRANDING | DEVELOPMENT CONSULTING | ADVANCED BUSINESS MANAGEMENT SOLUTIONS

THE POWER OF THE NETWORK





The IGY NETWORK

BOSTON YACHT HAVEN

100 slips / 15 megayacht berths
Boston, MA

MONTAUK YACHT CLUB

232 slips / 14 megayacht berths / 107 hotel rooms
Montauk, NY

NEWPORT YACHT CLUB & MARINA

154 slips / 12 megayacht berths
New Jersey, NJ

MARINA CABO SAN LUCAS

380 slips / 33 megayacht berths
Baja California Sur, México

MARINA PAPAGAYO

180 slips / 18 megayacht berths
Guancaste, Costa Rica

MARINA SANTA MARTA

256 slips / 4 megayacht berths
Santa Marta, Colombia

PALMAS DEL MAR YACHT CLUB

158 slips / 44 megayacht berths
Humacao, Puerto Rico

AMERICAN YACHT HARBOR

134 slips / 4 megayacht berths
St. Thomas, USVI

YACHT HAVEN GRANDE

47 megayacht berths
St. Tomas, USVI

SIMPSON BAY MARINA

114 slips / 20 megayacht berths
St. Maarten, NA

YACHT CLUB AT ISLE DE SOL

47 megayacht berths
St. Maarten, NA

RODNEY BAY MARINA

253 slips / 32 megayacht berths / boat yard
St. Lucia WI

Total berths under management: 2,055
Total megayacht berths under management: 290

IGY marinas service 12% of the global megayacht fleet.
Our marinas host 12 of the world's top sportfishing tournaments.
IGY marinas cater to 3 leading international sailing events.
IGY marinas has over 7,000 unique vessels in its database.

IGY is the largest international marina network in the world, operating in 6 countries.

 A member of the YACHT HAVEN GRANDE COLLECTION, representing the finest megayacht marinas in the world.



ARE YOU

READY

TO BENEFIT FROM THE

NETWORK?

