

FOR IMMEDIATE RELEASE

**IYBA AND IGY LAUNCH
CARIBBEAN CHARTER YACHT SHOW TO BE HELD AT
YACHT HAVEN GRANDE - ST. THOMAS, USVI
DECEMBER 2021**



Fort Lauderdale, Florida – May 4, 2021. The International Yacht Brokers Association (IYBA) in partnership with IGY Marinas, is thrilled to announce that they will stage the inaugural Caribbean Charter Yacht Show at Yacht Haven Grande - St. Thomas, USVI, from 9-12 December 2021.

For some years now the superyacht industry has been debating the future direction of boat shows, and the subsequent challenges imposed by the pandemic has certainly focused attention on the return on investment from participating in yachting events.

Over the course of the past 18 months, what has emerged is the widespread desire for a new model that delivers tangible returns on the investment of exhibiting or attending, but what does that look like?

Stakeholders are calling for a more localized and targeted format tailored to the specific needs of a target audience. Post pandemic, stricter health and safety measures are also more feasible with scaled down events.

Charter brokers want to visit participating yachts and to network with peers, but there's also a huge appetite for information on local cruising grounds, logistics, supplies and shore support. Charter brokers want detailed insight into what's possible and the types of experience they can confidently offer to their clients, and this is where a local show can really deliver.

For participating yachts, Yacht Haven Grande is the perfect environment to host the event, capable of berthing vessels up to 200m (656 ft) in one of the most popular charter destinations during the Caribbean winter season. Registration and dockage fees are also comparatively low and there is no minimum stay.

Tom Mukamal, IGY's CEO comments: "As the leading superyacht marina owner and operator, over the years IGY has worked hard to provide a great platform for yachting businesses to connect with customers and each other and has implemented new, innovative and frankly more economical ways for all stakeholders to generate ROI."

Open to charter brokers from around the globe, the show is anticipated to host a total of 50 superyachts and exhibits from a range of support services at a time when the need for assistance could not be greater. There will also be a host of informative presentations, fun activities and entertainment, all with a local United States Virgin Islands' theme.

"This will be a unique, intimate, secure and value driven experience in a private marina in support of an industry that directly impacts local economies." says IYBA's President Bob Saxon. "While the need for certain large scale superyacht trade shows remain, we believe that an opportunity exists to begin to reset the boat show model and annual calendar with more targeted events like this."

Key benefits for participants include:

- Lower registration fees and dockage with no minimum stay
- Dedicated show flight, hotel and US visa support services
- Easy access to view the world's top superyachts
- Welcome center, VIP charter broker lounge and vendor promenade
- Exciting lineup of activities and entertainment with a USVI Caribbean theme

Show recap:

- **What:** Caribbean Charter Yacht Show
- **Where:** Yacht Haven Grande - St. Thomas, USVI
- **When:** Thursday, December 9th through Sunday, December 12th, 2021
- **Who:** Leading international charter brokers and 50 of the world's best charter superyachts from 80-450 feet
- **Why:** Generate charter business and kick start the winter charter season

More details will be provided over the coming weeks and months.

Show website: www.caribbeancharterys.com

To register, please contact: registration@caribbeancharterys.com

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About International Yacht Brokers Association

[The International Yacht Brokers Association](#) was created in 1987 to unite those engaged in the yacht brokerage business for the purpose of promoting professionalism and cooperation among its members; and to promote and maintain a high standard of conduct in the transacting of the yacht brokerage business.

Each member is required to abide by a code of ethics to protect the public against fraud, misrepresentation, or unethical practices in the yacht brokerage profession. Each member is to endeavor to eliminate any practices, which could be damaging to the public or the dignity and integrity of the yacht brokerage profession. The organization is comprised of over 1450 individual members representing over 400 businesses.

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About IGY Marinas

[IGY Marinas](#) is the world's only international superyacht marina network, with 20 marinas operating in 12 countries, including the United States, The Bahamas, Mexico, Panama, Colombia, Turks & Caicos, St. Maarten, St. Lucia, United Kingdom, France, Italy and Spain. IGY has approximately 4,000 total berths under management and welcomes nearly 2,000 superyachts annually to its marinas.

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