



Why Cedar Bay Yacht Club

R.L. Bailey Realty, Inc.

Listing Broker

975 6th Avenue South

Naples, Florida

Contact: Bob Bailey

Office (239) 465-0054

Mobile (239) 821-5219

Toll Free 877-869-8889

e-mail: bob@rlbaileyrealty.com



Thank you for allowing Cedar Bay Yacht Club to take a moment and share some of our accomplishments and let you know the caliber of club that you are considering. CBYC is the most decorated yacht club with awards and recognition than any other yacht club / marina in south Florida - We are a premier dealer for Mercury and have won the 2007 & 2008 Customer Satisfaction Index award. We service 8 different law enforcement groups, Sea Tow, Boat U.S. and 3 different boat rental fleets. We are a very experienced team at delivering service and value.

Awards / Certifications:

Clean Marina - 6 years

Boat U.S. Foundation - Environmental Award 2008 (10 awarded nationally)

Collier County Sheriff - 2 Merit Citations 2006 / 2008

Friends of Rookery Bay - BOD 2007 thru 2009

FL National Guard - Service Award 2006

Team Ocean - BOD 2006 thru 2009

Mercury Marine - CSI Award 2007 / 2008 (69 awarded nationally)

Sea Grant - Advisory Council 2007 - 2009

Marine Industries of Collier County - BOD 2004 to 2007

Marco Island Chamber of Commerce - BOD 2004 to 2006

SKA Host Site - 2005 to 2009

A long list of prominent customers within the boating world and outside of the boating world - They trust us to take care of their fun on the water. The club is also involved with numerous other organizations from Freedom Waters Foundation & American Cancer Society to the Boy Scouts, Keep Collier Beautiful and The Marco Island Firefighter's Foundation and many others.

Compare - CBYC to a Boat Lift @ Your Home

Thirty percent of existing CBYC members owns a house with a lift behind it. Why did they join the club? Our members have shared with us some of the pitfalls of keeping a boat behind a house on a lift.

1. Deterioration due to weather (sun /rain) - boats (gel coat specifically) kept on lifts oxidize at a much faster rate than boats kept in dry storage. Rain water can collect in a boat and creep into cracks, crevices and cause all kinds of problems not to mention corrosion, regardless of full covers. Water has a way of getting in and wind even dislodging snap down covers under the right conditions. This is extra repair and maintenance on your boat - \$\$\$
2. Theft - as reported by the Collier County Sheriff's Office, boats kept behind houses have been heavily targeted due to increased smuggling activity from Cuba. Houses on Marco Island are a prime easy access location for thefts like this. Boat theft has been on a dramatic rise over the last few years.
3. Insurance - Insurance companies are requiring owners who keep their boat on a lift behind a house to have proof of an upland storage contract and proof of a contract showing who will move the boat to the upland storage location in the event of a hurricane. Insurance companies are also requiring extra theft prevention mechanisms on the boats and the boat lifts. These are annual expenses you will incur (storage and labor - \$\$\$)



4. “While you were away”....Who is taking care of your boat while you are not here? That is another expense not calculated in by many when considering keeping the boat behind their house - \$\$\$
5. Do you really like to wash your boat before and after, flush your engine and prepare the boat? You know the old adage....time is money - \$\$\$ not to mention that none of us are getting any younger. Especially washing a boat on a lift is a challenge.
6. Cedar Bay Yacht Club has member discounts lowering your cost of boating not to mention amenities, services and customer focused staff.

Living on the water with a lift is merely a perceived convenience factor; a lift is not a viable solution for keeping / maintaining a boat unless.

CBYC also offers other benefits:

- Delivery of the boat / pick up of the boat from your house
- Special requests – captains for fishing, cruising, special food / alcohol set ups on board for guests, even CBYC club apparel for visiting guests at the ready with card names are just a few examples of how we cater to our members.

CBYC vs. other Dry Storage Clubs

Most yacht clubs only offer in /out service with a basic wash down and very little else. You can pay a la carte for a limited number of services but are pretty much left to fend for yourself in terms of boat repair & maintenance, concierge services, captain services, tips & advice on operating your boat under certain conditions or fishing tips / locations for a great catch.

For example:

Yacht Club XYZ offers only in & out service. You can have your boat washed for \$2.50 per foot. There is no fuel dock, service department, social outings or any other services available. It is pretty much bare bones with exception of a swimming pool. Maintenance fee is \$250 per month with property taxes around \$1,000 annually for a total monthly expense of \$333.34. Forty minutes to the Gulf of Mexico.

Yacht Club High End offers valet, concierge services, washing / flushing before and after as well as a nice club house with dining. Nice facility and services including fuel dock and fueling service. Food can be placed on board, social activities as well as other assistance available. All charges are put to your account allowing ease of use. This is a non-equity club...you do not own it. Your maintenance fee is \$700 per month and the price points are significantly higher than CBYC.



Cedar Bay Yacht Club offers simply the most in services & amenities at fantastic price points.

- Fueling service dockside - Member Wholesale Pricing Discounts
- Complimentary Concierge & Valet Service
- Food Service - Member Discounts
- Complimentary full washing before and after including engine flushing
- Service Department owned by the members offering priority service, discounts and convenience that has been twice awarded Mercury Marine's CSI Award
- Ship Store with convenience items - Member Discounts
- Boat Rental service available for friends and family - Member Discounts
- 15 - 20 minutes to the Gulf of Mexico - Naples boats off Marco, where CBYC is located
- Captains available for hire for excursions as well as fishing guide services
- Complimentary USCG boat inspections arranged
- Live and Frozen Bait available to be loaded into your cooler or live well on board
- All services /products are charged to your central account for ease of use
- Activities Director - Busy social calendar including cook outs, art exhibits, fundraisers and more
- Planned Restaurant with full bar and entertainment - Open to the Public
- Low maintenance fees - club has 3 ways to generate revenue other than thru member paid maintenance fees (\$189 - \$369 depending on size of dry slip)
- No property taxes
- Professionally managed with tenured staff

Cedar Bay Yacht Club simply outperforms every club across all categories at price points that create a phenomenal value. This is the level of service you have been looking for and expect....delivering the boating lifestyle and dream. So kick back, relax and let CBYC take care of the details. We take your fun seriously. Complete details about membership opportunities are available from the Membership Director, who can also answer any questions regarding the Club and its operation. For further information, please contact:

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This is a general description of the membership opportunities available at Cedar Bay Yacht Club, Inc. This document is provided for informational purposes only, and may not be relied upon as a basis for a decision to acquire a membership in the Club. A complete description of the terms and conditions of membership privileges is contained in the Membership Plan for Cedar Bay Yacht Club, Inc., and its exhibits as amended from time-to-time, which should be carefully reviewed prior to acquiring a membership in the Club.
