

QUESTIONS TO ASK A BOAT CLUB



SOCIALS

1. What types of social events are available to your club members?
Fishing Seminars, Dock Parties, Island Picnics, Dinner Cruises, Theme Parties... and more!
 - a. How often are they held? *Monthly*
 - b. Is there a charge to attend these events? *Sometimes, but it is Not a Profit Center for FBC*
2. Can you provide a list of customer testimonials and referrals in my boating area? *Yes*
3. Can I bring my friends and family boating with me? *Yes*
4. Do you allow pets on all boats? *Yes*

INSURANCE

1. Do you offer Liability insurance coverage for your members? *Yes*
 - a. How much is provided? *\$1 Million*
2. Do you offer Hull and Machinery insurance coverage for your members? *Yes*
 - a. How much is provided? *\$300,000*
3. Do you offer Towing Insurance coverage for your members? *Yes*
 - a. What is the distance of tow insurance? *25 Miles from departing location*
4. May I review your Insurance Summary and Certificate of Insurance? *Yes*

LOGISTICS

1. How long does it take to get to the intracoastal from the St. Augustine marina? *5 Minutes*
2. How long does it take to get to the inlet from the St. Augustine marina? *10 minutes*
3. After I join, when can I start boating? *Right after your training, could possibly even be the same day.*
4. What amenities are available at the marina?
In Saint Augustine there is a pool, 2 restaurants, showers, 2 sets of bathrooms, ship store, and ice.
In Jacksonville there is a ship's store and bathrooms.
5. How many boats do you currently have in the water ready to go? *Our total fleet.*
6. How do you refuel the boats?
We use fuel flow meters which calculate the actual fuel used on your trip so you don't have to waste any time going to the pump to get fuel
7. What is the waiting time upon arrival at the marina? *Should be no more than 15 minutes*

COST

1. Is there an official Rules and Regulation document available, and may I have a copy? *Yes*
2. How often can you raise my membership dues? *You lock in for 24 months*
3. How much is the most expensive boat in your fleet? *\$59,000*
4. What is your entry fee to join? *\$5,900*
5. What is your member to boat ratio? *1:10 Boat to Member Ratio*
6. Can we negotiate on the entry fee?

In Order to Safeguard the 1:10 Boat to Member Ratio, we can not

Boat to Member Ratio Formula

Example:

Most Expensive Boat = \$59,000

Divided by Entry Fee = \$5,900

Equals 1 Boat for Every 10 Members

QUESTIONS TO ASK A BOAT CLUB



HISTORY

1. How many years have you been in business?

28 Years Corporate / 9 Years Locally

2. What are your oldest and newest locations?

Sarasota, FL - 1989 - Jacksonville Beach, FL - 2018

3. How many locations do you have? *156*

a. Where are they? *Nationwide, Coast-to-Coast*

b. Can I boat at the other locations? *Yes*

c. Is there a fee to boat at other locations? *No*

4. Have you closed any locations? *No*

FLEET

1. What types of boats do you offer?

Bowriders, Deckboats, Flat Boats, Inshore Center Consoles, Offshore Center Consoles, Pontoons, Wake Boarding Boats.

2. How many boats are in the fleet?

70+ Company Owned, 1900+ Nationwide

3. How many boats were in the fleet last year vs. this year?

Jan 2017: 57+, April 2018: 70+

4. Will I have a problem getting a boat when I want to use it? *No*

a. Explain why? *Spur-of-the-moment Reservations; Multiples Online Reservations; Split Reservations & Boat Share Programs, Waitlists*

TRAINING

1. What kind of training program do you offer? *Inshore, Offshore, and Unlimited Local Orientation*

a. Do you offer group or individual training? *All of our Training is 1:1 Instruction*

b. What are the qualifications of the training staff that will provide instructions?

Employed, United States Coast Guard Certified Captain

2. How quickly can I get trained once I join? *Usually within 2 weeks, according to your schedule, and the Captains*

3. Do you use a third-party source for your training? *No*

HOURS OF OPERATION

1. What are your Hours of Operation? *Mon - Fri 8AM-5PM, Weekends Sunrise - Sunset*

2. What is the latest I can have a boat out? *Sunset - 7 days a week*

3. What is the earliest I can take a boat out? *Sunrise - 7 days a week*

4. Are you open 365 Days a year? *We Are Open 360 Days a Year*

a. What days of the year are you closed? *Thanksgiving; Christmas Eve & Day; New Year's Day
& One Day in October for a Company Meeting*

RESERVATIONS

1. Can you show me how to make an online reservation? *Yes*

2. Can you make a reservation 24 hours a day 7 days a week? *Yes*

3. How many reservations can I have at one time?

4; Plus Unlimited Spur-of-the-Moment Reservations

a. Is there a limit to how many reservations I can make in one month? *No*

b. Is a reservation for all day?

Yes for Weekdays; Weekend Reservations are Sunrise to 1 pm; and 2 pm to Sunset

c. Am I limited to a certain number of reservations on the weekends?

Yes, 2 of your 4 advanced reservations may be used on the weekends

d. How far out can I make a reservation? *6 Months*

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 - b. Is there a charge to attend these events? *Sometimes, but it is Not a Profit Center for FBC*
2. Can you provide a list of customer testimonials and referrals in my boating area? *Yes*
3. Can I bring my friends and family boating with me? *Yes*
4. Do you allow pets on all boats? *Yes*

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 - a. What is the distance of tow insurance? *25 Miles from departing location*
4. May I review your Insurance Summary and Certificate of Insurance? *Yes*

LOGISTICS

1. How long does it take to get to the intracoastal from the St. Augustine marina? *5 Minutes*
2. How long does it take to get to the inlet from the St. Augustine marina? *45 mins*
3. How long does it take to get to the inlet from Beach Marine? *45 mins*
4. What amenities are available at the marina?
St. Augustine: a pool, 2 restaurants, showers, 2 bathrooms, ship store, & ice.
Jacksonville: a ship store & bathrooms.
Jacksonville Beach: a restaurant & bathrooms.
5. How many boats do you currently have in the water ready to go? *Our total fleet.*
6. How do you refuel the boats?
We use fuel flow meters which calculate the actual fuel used on your trip so you don't have to waste any time going to the pump to get fuel
7. What is the waiting time upon arrival at the marina? *Within 15 minutes of arriving, most times sooner.*

COST

1. Is there an official Rules and Regulation document available, and may I have a copy? *Yes*
2. How often can you raise my membership dues? *You lock in for 24 months*
3. How much is the most expensive boat in your fleet? *\$65,000*
4. What is your entry fee to join? *\$6,400*
5. What is your member to boat ratio? *1:10 Boat to Member Ratio*
6. Can we negotiate on the entry fee?

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Boat to Member Ratio Formula

Example:

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