

Ft Pierce Yacht & Ship
1000 NE 2nd Street
Ft Pierce Florida

Contracts Coordinator
St Lucie County BOCC
2300 Virginia Avenue
Ft Pierce Florida 34982

Date: August 22, 2018

Reference RFQ No. 18-049

Operation and Development of Former Indian River Terminal Port of Port Pierce

Request for Additional Proposal Information

Thank you for the opportunity to submit our RFQ addendum and to include positive modifications to our original RFQ submitted on June 6, 2018. We have attached a general overview of our original RFQ and our business plan expansion as outlined in the attached Ft Pierce Yacht & Ship, Shipyard Start Up & Support Portfolio dated August 21, 2018.

Our commitment in developing the above business proposal attached is supported by three local investors to completely fund the business plan. We have included a matrix of the two competing companies to reflect the vast difference in the services provided and the commitment to the community. Our Investors Mr. Sanford "Sandy" Woods, Mr. Khalil Mack and Mr. Meyel "Buddy" Haack their commitment to support the local community and support this program is reflected in the purchase of the Egan and Consolidated Oil properties and to start hiring local residents and contractors to start cleaning up the two properties and start development phases as outlined in our attached proposal.

Our proposal is to work with St Lucie county, city of Ft Pierce and local community leaders and the community to assist us in developing the Terminal property, Consolidated Oil property and the Egan property into a world-class, environmentally-friendly shipyard to offer a wide range of repair and refit services here in Fort Pierce, Florida and establish the best mega-yacht repair and refit shipyard in the USA.

Our revised proposal attached will provide additional employment opportunities as previously outlined for casual and permanent employment for local residents, local contractors and subcontractors by supporting local business as much as practical in our effort to grow and improve the Fort Pierce community and surrounding communities. Our goal is to assist the community leaders to reduce unemployment, offer a wide range of Shipyard training programs which will be

supported by Indian River college and other sources to assist us with the academics of our various programs. Our goal is to offer our shipyard employees and local sub-contractors a good hourly rate to underpaid workers.

The support for our project is reflected in correspondence of support from the largest custom yacht builder in the USA and three (3) of the world's best European custom mega yacht builders. We also have mega-yacht owners, yacht captains their written and verbal commitments to Ft Pierce Yacht & Ship this combined with the strategic business and vendor alliances we are developing and have confirmed to date are outlined in the attached shipyard startup & support portfolio. This is a solid reflection of the business wanting to come to a professionally managed and operated repair & refit yard here in Fort Pierce Florida and the USA as outlined in our RFQ Addendum.

Section 1. Detailed Project cost breakdown. (Refer to Portfolio Section 1)

Section 2. Detailed Schedules (Refer to Portfolio Section 2)

Section 3. Detailed Financial Plan (Refer to Portfolio Section 3)

Section 4. Detailed Structure Business Plan / Transaction with County.

We believe that the capital investment we are making in developing the Terminal property and employment of local residents in the first fourteen (14) months of terminal start up a very good is good compensation package to the county?

Source of Funding.

Capital Investment Terminal Shipyard Site Only

Working Capital	\$6M Cash
Letter of Credit	\$25M
Grants	\$4M Estimate Only
Retained Earnings / Reinvestment	TBD

Projected Time Line for Development of Terminal Site

Fourteen (14) Months Terminal Property Only Refer to Section 2

Section 6. Recent Audited Financial Statements / Financial Stability. Refer Source of funding.

Section 7. Additional Information / Qualifications / Technical Competence (Refer to Portfolio Section 7)

Section 8. Evidence of Insurance Coverage. (Refer to Portfolio Section 8)

Section 9. Strategic and Shipyard Services Alliances (Refer to Portfolio Section 9.)

Section 10 Authorized Warranty / Service Yard (Refer to Portfolio Section 10)

Section 11. Yacht Owners and Captains (Refer to Portfolio Section 11)

Section 12. Consultants (Refer to Portfolio Section 12)

Section 13. Sub-Contractor Support Services (Refer to Portfolio Section 13)

Section 14. Ft Pierce Project Vendors 2015 to 2016 (Refer to Portfolio Section 14)

Section 15 Shipyard Training Programs (Refer to Portfolio)

Section 16 Shipyard Certification Programs (Refer to Portfolio Section 16)

Section 17 Shipyard Internal Support and Secondary Business. (Refer to Portfolio Section 17)

Section 18 Shipyard Capital Improvements Projects. (In House) (Refer to Portfolio Section 18)

Section 19 Shipyard Services. (Refer to Portfolio Section 19)

Section 20 Drawings and Renderings (Refer to Portfolio Section 20)

Section 21. Derecktor Florida V Ft Pierce Yacht & Ship Matrix. (Refer to Portfolio Section 21)

General Notes:

Ft Pierce Yacht & Ship Additional Information.

We have formalized strategic alliance agreement and vendor support. Our goal is to develop world-class mega-yacht repair & refit shipyard “at the port”, in Fort Pierce Florida to provide a wide range of professional maritime services and support for “vessels/yachts/projects” during their shipyard period.

Marketing & Advertising Program:

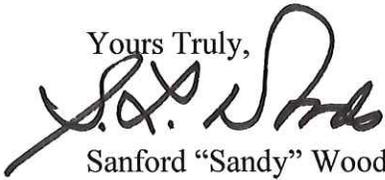
Marketing & Advertising Plan: Our program is very simple and based on the unique facility and services to be provided is not supported by a conventional advertising and marketing programs,

Our program is very simple to provide a professional shipyard services by establishing an “open door” policy “no bait and switch programs” and allow their project time in the shipyard to be our sales and marketing tool. Supported by company web site, company monthly newsletter, and our internal mailing list of over 2500 of industry personal, support from the worlds best custom yacht builders, yacht owners, yacht captains, yacht brokers and strategic and vendor alliances we have in place. We also propose having a selective representation at the Ft Lauderdale International Boat Show and Palm Beach International boat show.

This marketing approach is reflected in enquires and requests we are receiving for dockage and shipyard services to end of 2019.

We are ready to move forward with this project

Yours Truly,



Sanford “Sandy” Woods

President.

Date: 8/22/2018

FT PIERCE YACHT & SHIP LLC

SHIPYARD START UP & SUPPORT PORTFOLIO

Date: August 21, 2018



SHIPYARD START UP
&
SUPPORT PORTFOLIO
INDEX

- Section 1. Detailed Project cost breakdown.
- Section 2. Detailed Schedules
- Section 3. Detailed Financial Plan
- Section 4. Detailed Structure Business Plan / Transaction with County.
- Section 5. Financial Pro-Forma.
- Section 6. Recent Audited Financial Statements / Financial Stability.
- Section 7. Additional Information Regarding Qualifications / Technical Competence
- Section 8. Evidence of Insurance Coverage.
- Section 9. Strategic and Shipyard Services Alliances
- Section 10 Authorized Warranty / Service Yard
- Section 11. Yacht Owners and Captains
- Section 12. Consultants
- Section 13. Sub-Contractor Support Services
- Section 14. Ft Pierce Project Vendors 2014 to 2015
- Section 15 Shipyard Training Programs
- Section 16 Shipyard Certification Programs
- Section 17 Shipyard Internal Support and Secondary Business.
- Section 18 Shipyard Capital Improvements Projects. (In House)
- Section 19 Shipyard Services.
- Section 20 Drawings and Renderings
- Section 21. Derecktor Florida V Ft Pierce Yacht & Ship Matrix.

Request for RFQ additional Information.

General Overview.

Section 1. Detailed Project cost breakdown.

- 1.1 Ft Pierce Yacht & Ship Business Structure
- 1.2 Property No 1 Business Start Up Phase 1 to Phase 4
- 1.3 Major Equipment Purchases and In-House Fabrication
- 1.4 Shipyard Management Structure

Section 2. Detailed Schedules

- 2.1 Ft Pierce Yacht & Ship Shipyard Start Up Qtr. Schedule
- 2.2 Ft Pierce Yacht & Ship Terminal Property Full Start Up Month Schedule \$\$
- 2.3 Ft Pierce Yacht & Ship In House Dock Platform Cradles Fabrication Assembly Man Load
- 2.4 Ft Pierce Yacht & Ship Dry Dock / Platform Assembly Flow Schedule
- 2.5 Ft Pierce Yacht & Ship Dry Dock Platform Cradles Fabrication Assembly Man Load
- 2.6 Ft Pierce Yacht & Ship Dry Dock Labor & Material Summary
- 2.7 Ft Pierce Yacht & Ship Dry Dock / Platform Naval Architecture Quote Comparison

Section 3. Detailed Financial Plan

- 9.1 Ft Pierce Yacht & Ship CenterState Bank Line of Credit
- 9.2 Ft Pierce Yacht & Ship Expenditure V Income \$\$ Year 1 to Year 5 Full
- 9.3 Ft Pierce Yacht & Ship Expenditure V Income \$\$ Year 1 to Year 5 Summary

Section 4. Detailed Structure Business Plan / Transaction with County.

(Refer to Cover Letter)

Section 5. Financial Pro-Forma.

(Refer to Cover Letter)

Section 6. Recent Audited Financial Statements / Financial Stability.

(Refer to Cover Letter)

Section 7. Additional Information Regarding Qualifications / Technical Competence

7.1 Alan Hollison

- 7.1.1 Alan Hollison Summary of Repair & Refit Qualifications.
- 7.1.2 Relentless Excellence Letter
- 7.1.3 Tom Croft Naval Architect / Westport Master Scheduler
- 7.1.4 Mr. Daryl Wakefield President Westport Yachts.
- 7.1.5 Mr. Ken Denison

7.2 Mr. Meyel Buddy Haack

- 7.2.1 Dale Parker & Associates
- 7.2.2 Meyel Buddy Haack Professional Experience
- 7.2.3 Ft Pierce Business Buddy 2014 to 2015

- Section 9. Strategic and Shipyard Services Alliances (Refer to Portfolio)
- Section 10 Authorized Warranty / Service Yard (Refer to Portfolio)
- Section 11. Yacht Owners and Captains (Refer to Portfolio)
- Section 12. Consultants (Refer to Portfolio)
- Section 13. Sub-Contractor Support Services (Refer to Portfolio)
- Section 14. Ft Pierce Project Vendors 2014 to 2015 (Refer to Portfolio)
- Section 15 Shipyard Training Programs (Refer to Portfolio)
- Section 16 Shipyard Certification Programs (Refer to Portfolio)
- Section 17 Shipyard Internal Support and Secondary Business. (Refer to Portfolio)
- Section 18 Shipyard Capital Improvements Projects. (In House) (Refer to Portfolio)
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General Notes:

Ft Pierce Yacht & Ship Additional Information.

We have formalized strategic alliance agreement and vendor support listed below.

Our goal is to develop world-class mega-yacht repair & refit shipyard “at the port”, in Fort Pierce Florida to provide a wide range of professional maritime services and support for “vessels/yachts/projects” during their shipyard period.

The strategic alliance’s and vendor support will help increase and expand our capabilities to offer a broader base of present and future services achieved by contributing a wide range of resources, expertise, infrastructure, build a long-term alliance, aligned with our companies’ values, mission and overall vision for the future.

Our collaboration and goals between our businesses is to share resources to promote growth for all parties, increase support local communities and broader local employment opportunities.

The following is a summary of alliances, industry support to date.

(Refer to Portfolio)

1. Repair & Refit Full Service Yards.
 - 1.1 Berth One Palm Beach
 - 1.2 Seahawk Rigging West Palm Beach
 - 1.3 Westhoff Interiors
 - 1.4 Zimarine Decking Systems Florida

2. Mega-Yacht Custom Yacht Builders. (Authorized Warranty / Service Yard)
 - 2.1 Oceanco: Alblasserdam Holland (80M to 140M (New Construction)
 - 2.2 Turquoise Yachts: Istanbul Turkey (40M to 72M (New Construction)
 - 2.3 Lürssen Yachts Germany (80M to 150M (New Construction)
 - 2.4 Westport Shipyard USA 34M to 65M (New Construction)

3. Consultants:
 - 4.1 Horizon Naval Architects Ft Lauderdale Florida
 - ◊ Naval Architect & Marine Services
 - 4.2 JMS Naval Architects Mystic CT
 - ◊ Naval Architect & Marine Commercial Services
 - 4.3 Robert Schofield Naval Engineer & Naval Architect Melbourne Florida.

4. Training Programs:
 - 4.1 Boatbuilder Shipwright Apprenticeship Program
 - 4.2 STCW Yacht Crew International Recognized Certification.

5. Shipyard Internal Business:
 - 5.1 Ships Store:
 - 5.2 Shipyard Cafeteria:
 - 9.3 Shipyard Paving Company:
 - 9.4 Sail Boat Rigging Service:

 - 9.5 Marine Trade Units (North Yard Formally Egan Building 400’ x 100’)
 - 9.6 Minority Business Support.
 - 9.7 Accommodation / Crew / Sub-Contractors

15.2.2 STCW Superyacht Medical Training Certification Program

15.2.3 Shipyard Internal Employee Programs.

Section 16 Shipyard Certification Programs

16.1 USCG Yard Certification. (New Construction and Repair & Refit)

16.2. ABS Yard Certification. (New Construction and Repair & Refit)

16.3 Lloyds Register Certification. (New Construction and Repair & Refit)

16.4 MARSEC Level 1 Certification

16.5 ISPS Regulated Shipyard.

16.6 Foreign Trade Zone Certification.

Section 17 Shipyard Internal Support and Secondary Business.

17.1 Ships Store:

◇ Purchases to Yard Projects by Crews, Vendors and Sub-Contractors.

◇ Wholesale and Retail to Public.

17.2 Shipyard Cafeteria:

◇ Open 6-00am to 6-00pm Monday to Friday. Saturday Noon)

◇ Meals from Daily Menu

◇ Shipyard Employees, Yacht Crews, Sub-Contractors / Vendors Etc.

17.3 Marine Trade Units (North Yard Formally Egan Building 400' x 100')

◇ Building and Yard Space Available (Short or Long Term)

17.4 Minority Business Support Program.

◇ Minority Business Start Up Advisory and Support Assistance.

◇ Trade Unites Leased with Administration Support and Services Available.

17.5 Yacht Services Program:

◇ Accommodation / Crew / Sub-Contractors

◇ (Refer Berth One Services)

Section 18 Shipyard Capital Improvements Projects. (In House)

18.1 Floating Dry Dock LOA 300' x Beam 80' Lift Capacity 3,400 S Tons

18.2 Custom Yacht Cradles

18.3 Custom Yacht Moving System.

18.4 Shipyard Paver Company.

◇ Start Up Manufacturing.

18.4.1 Ft Pierce Yacht & Ship Manufacturing Start Up \$\$ Schedule

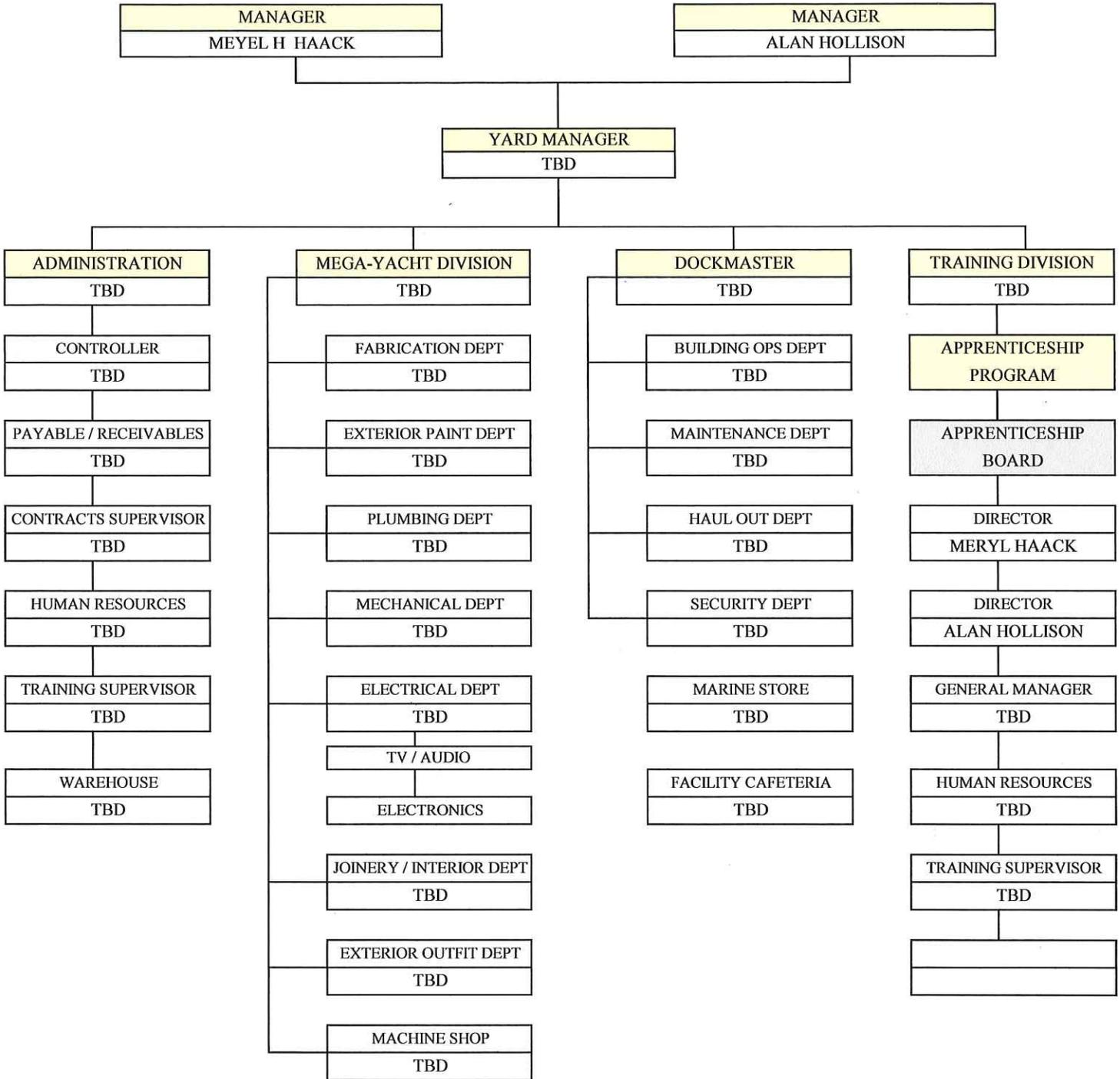
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TERMINAL PROPERTY START UP MAN POWER & MATERIAL REQUIREMENTS BY QTR / YEAR (18 MONTHS)

PHASE 1 PROPERTY PERMITS / CLEAN UP / UPGRADE / REPAIR	Budget Hours	Qtr	Qtr	Qtr	Qtr	Qtr	Qtr
		1	2	3	4	5	6
Terminal Property Permits / Clean Up Labor	1980	2	2				
Terminal Property Permits Utilities Upgrade Labor	660	1	1				
Terminal Property Permits / Remodel / Offices / Warehouse	2640		3	2			
Terminal Property Fixed Dock (Boat House) Permits / Build	413		1				
Terminal Property Paver Prep / Installation (106,604 Sq Ft) Labor	6435		1	4	4	4	1
Terminal Property Landscaping / Signage Labor	1770					2	2
Terminal Property Start Up Mth 1 to Mth 18 Man Load Qtr	13898	3	7	6	4	6	2
DRY DOCK DESIGN / FABRICATION / ASSEMBLY / CERTIFY.	Budget Hours	Qtr	Qtr	Qtr	Qtr	Qtr	Qtr
Dry Dock Design Engineering Support Man Load Budget	0						
Dry Dock Sub-Assembly Man Load	17600	13	19	3			
Dry Dock Assembly Man Load	3300	1	5	1			
Dry Dock Assembly / Systems / Electrical / Electrical Man Load	2750	0	2	3			
Dry Dock Design / Fabrication / Assembly / Out Fit / Launch Total Qtr	23650	14	26	8	0	0	0
YACHT CRADLE DESIGN / FABRICATION / ASSEMBLY (INHOUSE)	Budget Hours	Qtr	Qtr	Qtr	Qtr	Qtr	Qtr
Design / Engineer / Cals / Structure Drws		1					
Yacht Cradle Ship Set Labor No 1 & 2 (Total 10 Cradles)		2	1				
Yacht Cradle System Man Load(Total 10) Qtr		4	5				
TERMINAL PROPERTY START UP MAN LOAD REQUIREMENTS	Budget Hours	Qtr	Qtr	Qtr	Qtr	Qtr	Qtr
Phase 1, Phase 2, Phase 3 Property Clean Up In House Man Load	13898	3	7	6	4	6	2
Dry Dock Design / Fabrication / Assembly / Out Fit / Launch Man Load	23650	14	26	8			
Yacht Cradle System Man Load(Total 10) Month Man Load	3080	4	5				
Shipyards Man Load Start Up Qtr	40628	21	38	14	4	6	2
Shipyards In House Tempory Labor Qtr		2200	6298	2255	660	990	370
Shipyards Tempory Man Load Labor @ \$35 Nett Hour \$\$ Qtr		\$231,000	\$661,238	\$236,775	\$69,300	\$103,950	\$38,866
TERMINAL PROPERTY START UP MATERIAL REQUIREMENTS	Budget Mat \$\$	Qtr	Qtr	Qtr	Qtr	Qtr	Qtr
PHASE 3 KING PROPERTY: PERMITS / CLEAN UP / UPGRADES / REPAIRS							
Terminal Property Permits / Clean Up Materials	\$26,666		\$4,500	\$19,500	\$2,666		
Terminal Property Permits Utilities Upgrade Materials	\$57,666			\$57,666			
Terminal Property Permits / Remodel / Offices / Warehouse	\$82,943			\$33,320	\$49,623		
Terminal Property Fixed Dock (Boat House) Permits / Build	\$217,505		\$40,000	\$125,000	\$52,505		
Terminal Property Paver Prep / Install (106,604 Sq Ft) Material	\$166,800	\$16,800	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000
Terminal Property Landscaping / Signage Material	\$15,000					\$7,500	\$7,500
Terminal Property Start Up Mth 1 to Mth 18 Materials Qtr	\$566,580	\$16,800	\$74,500	\$265,486	\$134,794	\$37,500	\$37,500
SHIPYARD DRY DOCK 300' x 80' x 6' 3,200 to 3,400 TON LIFT CAPACITY (SHIPYARD MAN HOURS MATERIAL \$\$ SCHEDULE)	Budget \$\$	Qtr	Qtr	Qtr	Qtr	Qtr	Qtr
PROJECT		1	2	3	4	5	6
Dry Dock Design / Fabrication / Assembly / Out Fit / Launch Total	\$55,000	\$45,000	\$10,000				
Dry Dock Fabrication / Assembly Steel / Systems Etc Material \$\$	\$830,995	\$415,497	\$415,497				
Dry Dock Welding / Oxy Equipment / Major Equip Purchase / Rental	\$269,500	\$135,000	\$134,500				
Dry Dock Materials Only Qtr	\$1,155,495	\$595,497	\$559,997				
YACHT CRADLE DESIGN / FABRICATION / ASSEMBLY (IN HOUSE)	Budget \$\$	Qtr	Qtr	Qtr	Qtr	Qtr	Qtr
Yacht Cradle System (Total 5) Material \$\$ Month	\$76,120	\$38,062	\$38,058				
Yacht Cradle System (Total 5) Material \$\$ Month	\$76,120	\$0	\$0	\$38,062	\$38,058		
Yacht Cradle System Material \$\$ Qtr	\$152,240	\$38,062	\$38,058	\$38,062	\$38,058	\$0	\$0
SHIPYARD MAJOR EQUIPMENT PURCHASES (Start Up)	Budget \$\$	Qtr	Qtr	Qtr	Qtr	Qtr	Qtr
Two (2) Shuttlelift 5450 15 Ton Rough Terrain	\$95,000	\$90,000					
Crane 75Ton Rough Terrain	\$60,000	\$60,000					
Two (2) Fork Lifts JLG 12000 Ld	\$15,000	\$15,000					
One (1) SkyTrack 6036 6000Lb	\$6,500	\$6,500					
Crane Equipment / Spreaders / Slings Etc	\$8,000	\$8,000					
Welding Cutting Equipment & Misc Tools	\$85,000	\$45,000	\$45,000				
Major & Secondary Equipment Requirements Summary Qtr	\$269,500	\$224,500	\$45,000				
SHIPYARD MATERIAL START UP (Start Up)	Budget \$\$	Qtr	Qtr	Qtr	Qtr	Qtr	Qtr
Phase 1, Phase 2, Phase 3 Property Clean Up In House Materials Month	\$566,580	\$16,800	\$74,500	\$265,486	\$134,794	\$37,500	\$37,500
Dry Dock / Platform Materials Only	\$1,155,495	\$595,497	\$559,997				
Yacht Cradle System Materials (10 Cradles) Month	\$152,240	\$38,062	\$38,058	\$38,062	\$38,058		
Major & Secondary Equipment Requirements Summary	\$269,500	\$224,500	\$45,000				
Shipyards Start Up Material & Equipment Qtr	\$2,143,815	\$874,859	\$717,555	\$303,548	\$172,852	\$37,500	\$37,500
Shipyards Material Start Up Runn Total		\$874,859	\$1,592,414	\$1,895,962	\$2,068,814	\$2,106,314	\$2,143,814
SHIPYARD SUMMARY	Budget \$\$	Qtr	Qtr	Qtr	Qtr	Qtr	Qtr
SUMMARY LABOR & MATERIALS START UP		1	2	3	4	5	6
Shipyards Man Load Hrs \$\$ Qtr		\$231,000	\$661,238	\$236,775	\$69,300	\$103,950	\$38,866
Shipyards Start Up Material & Equipment Qtr		\$874,859	\$717,555	\$303,548	\$172,852	\$37,500	\$37,500
Shipyards Start Up Material & Equipment Qtr		\$1,105,859	\$1,378,793	\$540,323	\$242,152	\$141,450	\$76,366
SHIPYARD TEMPORY EMPLOYMENT GOALS BY QTR		21	38	14	4	6	2

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SHIPYARD MANAGEMENT STRUCTURE



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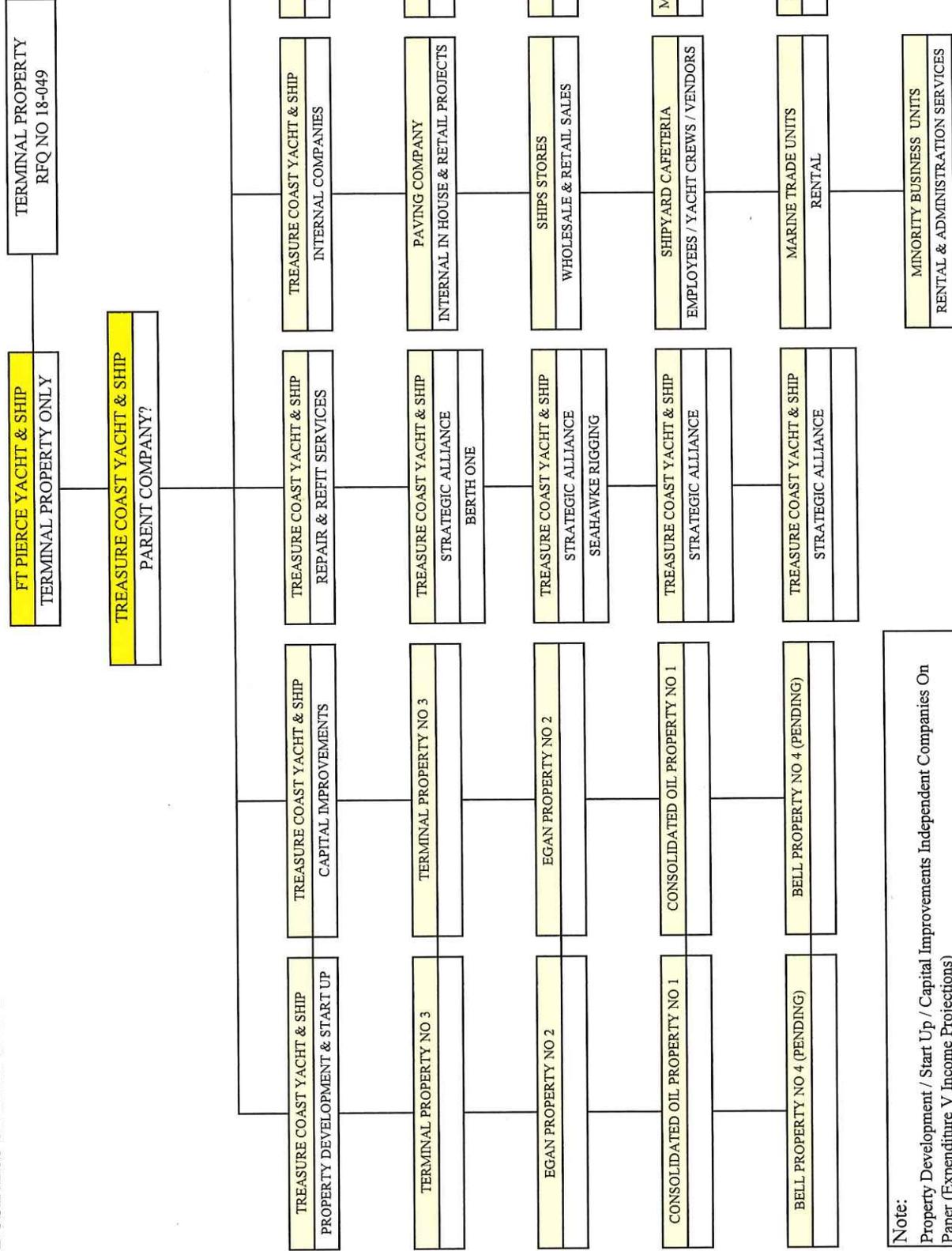
PROPERTY NO 1: CLEAN UP / REMODEL / UPGRADES / NEW CONSTRUCTION BUDGET SUMMARY

Project	Total Hrs	In House Mat \$	Lab & Mat \$	Project / SC Budget \$	Project Total \$
Phase 1. Property Clean Up / Remodel / Upgrades					
1-1. Property Clean Up, Permits, Site Inspections	520	\$55,000	\$70,600	\$70,000	\$140,600
1-2 Sea Wall / Bulkheads Modification	80	\$4,500	\$6,900	\$58,750	\$65,650
1-3 Utilities Property Upgrades	320	\$8,000	\$14,000	\$275,000	\$289,000
1-4 Wood Building Removal / Site Clean Up	520	\$55,000	\$70,600	\$295,000	\$365,600
1-5 Main Building Remodel / Outfit / Classrooms 1st Floor Ground Floor Warehouse Building	912	\$45,000	\$72,360	\$500,368	\$572,728
Phase 1 Property Clean Up / Remodel / Upgrades Summary Total	2352	\$167,500	\$234,460	\$1,199,118	\$1,433,578
Phase 2 Shipyard New Construction Summary					
2-1 In Water Boat House New Structure Only	776	\$82,000	\$105,280	\$3,324,375	\$3,387,595
2-2 In Water Boathouse Administration / Cafetera / Crew Lounge & Offices New Structure West	680	\$73,000	\$92,440	\$1,139,626	\$1,220,606
2-3 Trade Shops Buildings North & South Construction	680	\$73,000	\$92,440	\$1,454,165	\$1,543,105
2-4 In Water Boathouse Administration / Cafetera 1st Floor Outfitting (West)	176	\$26,500	\$31,780	\$396,535	\$428,315
2-5 In Water Boathouse Administration Crew Lounge & Offices Outfitting 2nd Floor West	176	\$26,500	\$31,780	\$278,211	\$286,281
2-6 Shipyard Systems Upgrade & Outfitting (Telephone, cable, computer, security)	528	\$45,000	\$60,840	\$490,000	\$525,500
2-7 In Water Boathouse Trade Shops Outfitting 1 & 2 Floor (North & South) Total	6352	\$138,000	\$328,560	\$515,000	\$665,300
Phase 2 Shipyard New Construction Summary	9368	\$464,000	\$743,120	\$7,597,912	\$8,056,702
Phase 3 Facility Outfitting					
3-1 Mobile Cranes	64	\$5,000.0	\$6,920.0	\$170,000.0	\$176,920.0
3-2 Security Fence Systems	800	\$5,000.0	\$29,000.0	\$29,448.0	\$58,448.0
3-3 Shipyard Work & Public Areas / Pavers Landscaping	2160	\$15,000.0	\$79,800.0	\$133,820.0	\$213,620.0
Phase 3 Facility Outfitting Summary	3024	\$25,000	\$115,720	\$333,268	\$448,988
Phase 4 Shipyard Haul Out / Transfer / Launch System					
4-1 Floating Dry Dock System 3200 Ton Capacity	640	\$20,000.0	\$39,200.0	\$3,189,520.0	\$3,228,720.0
4-2 Yacht Cradle Moving System (Six (6) Ship Sets) Phase 1	1440	\$45,000.0	\$88,200.0	Shipyard Project S	\$403,200.0
4-3 Haul Out Wash Down System	640	\$10,000.0	\$29,200.0	\$12,500.0	\$41,700.0
4-4 Yacht Moving System (Mannoet System Lease)	160	\$12,500.0	\$18,100.0	\$199,140.0	\$217,240.0
4 Shipyard Haul Out / Transfer / Launch System Summary	2240	\$67,500	\$135,500	\$211,640	\$3,890,860
PROPERTY CLEAN UP / REMODEL / UPGRADES / NEW CONSTRUCTION SUMMARY					
Phase 1 Property Clean Up / Remodel / Upgrades Summary 1	2352	\$167,500	\$234,460	\$1,199,118	\$1,433,578
Phase 2 Shipyard New Construction Summary	9368	\$464,000	\$743,120	\$7,597,912	\$8,056,702
Phase 3 Facility Outfitting Summary	3024	\$25,000	\$115,720	\$333,268	\$448,988
Phase 4 Shipyard Haul Out / Transfer / Launch System Summary	2240	\$67,500	\$135,500	\$211,640	\$3,890,860
Shipyard Project Summary	16984	\$724,000	\$1,228,800	\$9,341,938	\$13,830,127

This information is the sole property of AJH International Consultancy Group LLC Work Sheets and estimates are conceptual only for discussion purposes only. Budget estimates are subject to change at the sole discretion of AJH International Consultancy Group LLC

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BUSINESS STRUCTURE OVERVIEW



Note:
Property Development / Start Up / Capital Improvements Independent Companies On Paper (Expenditure V Income Projections)

This information is the sole property of TREASURE COAST YACHT & SHIP LLC Work Sheets and estimates are conceptual only for discussion purposes only. Budget estimates are subject to change at the sole discretion of TREASURE COAST YACHT & SHIP LLC

FT PIERCE YACHT & SHIP PROPERTY NO 1

SHIPYARD FLOATING DRY DOCK PONTOON MODULE FABRICATION LABOR ONLY (300' x 66' x 7' Draft)

	WK 1	WK 2	WK 3	WK 4	WK 5	WK 6	WK 7	WK 8	WK 9	WK 10	WK 11	WK 12	WK 13	WK 14	WK 15	WK 16	WK 17	WK 18	WK 19	WK 20	WK 21	WK 22	WK 23	WK 24											
HULL SUB-ASSEMBLY TANKAGE																																			
Hull Sub-Assembly Tank No 1 Port	4	2	2	2	4	4	2	2	0	0	0	0	0	0	0																				
Hull Sub-Assembly Tank No 1 Stbd		4	2	2	2	4	4	4	2	0	0	0	0	0	0																				
Hull Sub-Assembly Tank No 2 Port			4	2	2	2	2	4	4	2	0	0	0	0	0																				
Hull Sub-Assembly Tank No 2 Stbd				4	2	2	2	2	4	4	2	2	2	2	2																				
Hull Sub-Assembly Tank No 3 Port					4	2	2	2	2	2	2	2	2	2	2																				
Hull Sub-Assembly Tank No 3 Stbd						4	2	2	2	2	2	2	2	2	2																				
Hull Sub-Assembly Tank No 4 Port							4	2	2	2	2	2	2	2	2																				
Hull Sub-Assembly Tank No 4 Stbd								4	2	2	2	2	2	2	2																				
Hull Sub-Assembly Tank No 5 Port									4	2	2	2	2	2	2																				
Hull Sub-Assembly Tank No 5 Stbd										4	2	2	2	2	2																				
Hull Sub-Assembly Tank No 6 Port											4	2	2	2	2																				
Hull Sub-Assembly Tank No 6 Stbd												4	2	2	2																				
Hull Sub-Assembly Tank No 7 Port													4	2	2																				
Hull Sub-Assembly Tank No 7 Stbd														4	2																				
Hull Sub-Assembly Tank No 8 Port															4																				
Hull Sub-Assembly Tank No 8 Stbd																4																			
Hull Sub-Assembly Tanks Week	4	6	8	10	14	18	20	20	20	20	20	20	20	20	20	20	16	14	12	10	6	2	2												
Hull Sub-Assembly Tanks Month	6											17											9												

SHIPYARD FLOATING DRY DOCK PONTOON MODULE ASSEMBLY ONLY

	WK 1	WK 2	WK 3	WK 4	WK 5	WK 6	WK 7	WK 8	WK 9	WK 10	WK 11	WK 12	WK 13	WK 14	WK 15	WK 16	WK 17	WK 18	WK 19	WK 20	WK 21	WK 22	WK 23	WK 24										
HULL MAIN ASSEMBLY																																		
Hull Main Assembly No 1 Fwd							2	2	2	2	2	2	2	2	2																			
Hull Main Assembly No 2								2	2	2	2	2	2	2	2																			
Hull Main Assembly No 3									2	2	2	2	2	2	2																			
Hull Main Assembly No 4										2	2	2	2	2	2																			
Hull Main Assembly Summary Week							2	2	4	4	6	4	6	4	6	4	4	4	4	2	2													
Hull Main Assembly Summary Month	0											5											3											

SHIPYARD FLOATING DRY DOCK / PLATFORM MISC OUTFITTING

	WK 1	WK 2	WK 3	WK 4	WK 5	WK 6	WK 7	WK 8	WK 9	WK 10	WK 11	WK 12	WK 13	WK 14	WK 15	WK 16	WK 17	WK 18	WK 19	WK 20	WK 21	WK 22	WK 23	WK 24										
FABRICATION																																		
Misc Steel Fabrication / Weld																																		
Tank Piping / Equipment Systems																																		
Electrical Rough In / Final Install Summ.																																		
Systems / Electrical Summary Week																																		
Systems / Electrical Summary Qtr	0											1											4											

SHIPYARD YACHT CRADLE FABRICATION ONLY

	WK 1	WK 2	WK 3	WK 4	WK 5	WK 6	WK 7	WK 8	WK 9	WK 10	WK 11	WK 12	WK 13	WK 14	WK 15	WK 16	WK 17	WK 18	WK 19	WK 20	WK 21	WK 22	WK 23	WK 24									
YACHT CRADLE SYSTEM																																	
Man Load Per Cradle Fabrication	1	1.25	1	1.25	1	0.75	0.5	0.25																									
Yacht Cradle Fabrication No 1	1.5	1	1.5	1	1.5	1	0.75	0.5	0.25																								
Yacht Cradle Fabrication No 2																																	
Yacht Cradle Fabrication No 3																																	
Yacht Cradle Fabrication No 4																																	
Yacht Cradle Fabrication No 5																																	
Ship Set No 1 Fabrication Man Average	2	3	4	5	5	5	5	4	3	3	4	5	5	5	5	4	3	1															
Ship Set No 2 Fabrication Man Average																																	
Yacht Cradles Ship Set Total 10 Labor Mth	2	3	4	5	5	5	5	5	5	5	5	5	5	5	5	4	3	1															
Yacht Cradles Ship Set Total 10 Labor Qtr	3											5											5										

SHIPYARD FLOATING DRY DOCK FABRICATION / ASSEMBLY / SYSTEMS ONLY

	WK 1	WK 2	WK 3	WK 4	WK 5	WK 6	WK 7	WK 8	WK 9	WK 10	WK 11	WK 12	WK 13	WK 14	WK 15	WK 16	WK 17	WK 18	WK 19	WK 20	WK 21	WK 22	WK 23	WK 24									
DRY DOCK FABRICATION																																	
Hull Sub-Assembly Tanks Summary	4	6	8	10	14	18	20	20	20	20	20	20	20	20	20	20	16	14	12	10	6	2	2	0									
Hull Main Assembly Summary	0	0	0	0	0	0	2	2	4	4	6	4	6	4	6	4	4	4	4	2	2	2	0	0									
Systems / Electrical Summary	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0									
Floating Dry Dock Fabrication Wk	4	6	8	10	14	18	22	24	24	24	26	26	28	26	28	26	27	23	21	17	13	7	5	5									
Floating Dry Dock Fabrication Month	6											25											17										
Ship Set No 1 Fabrication Man Average	2	3	4	5	5	5	5	4	3	3	4	5	5	5	5	4	3	1															
Ship Set No 2 Fabrication Man Average																																	
Yacht Cradle Two (2) Ship Sets Summary	2	3	4	5	5	5	5	4	3	3	4	5	5	5	4	3	1																
Yacht Cradles Fabrication Qtr	3											5											5										
Floating Dry Dock & Cradle Summary Wk	6	9	12	15	19	23	27	26	29	28	30	31	33	31	33	30	30	24	21	17	13	7	5	5									
Floating Dry Dock & Cradle Summary Qtr	9											28											17										
Floating Dry Dock / Cradle Build Hrs Wk	240	360	480	600	760	920	1080	1040	1160	1120	1200	1240	1320	1240	1320	1200	1200	960	840	680	520	280	200	200									
Floating Dry Dock / Cradle Build Hrs Mth	1080											2280											3360										
TOTAL PRODUCTION HOURS	0											5											5										

This information is the sole property of TREASURE COAST YACHT & SHIP, LLC Work Sheets and estimates are conceptual only for discussion purposes only. Budget estimates are subject to change at the sole discretion of TREASURE COAST YACHT & SHIP, LLC

FT PIERCE YACHT & SHIP PROPERTY NO 1

SHIPYARD FLOATING DRY DOCK PONTOON MODULE FABRICATION LABOR ONLY (300' x 66' x 8' Draft)

	WK 1	WK 2	WK 3	WK 4	WK 5	WK 6	WK 7	WK 8	WK 9	WK 10	WK 11	WK 12	WK 13	WK 14	WK 15	WK 16	WK 17	WK 18	WK 19	WK 20	WK 21	WK 22	WK 23	WK 24
HULL SUB-ASSEMBLY TANKAGE																								
Hull Sub-Assembly Tank No 1 Port	4	2	2	2	4	4	4	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Hull Sub-Assembly Tank No 1 Sbd		4	2	2	2	4	4	4	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Hull Sub-Assembly Tank No 2 Port			4	2	2	2	4	4	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Hull Sub-Assembly Tank No 2 Sbd				4	2	2	2	2	4	4	2	2	2	2	2	2	2	2	2	2	2	2	2	2
Hull Sub-Assembly Tank No 3 Port					4	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
Hull Sub-Assembly Tank No 3 Sbd						4	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
Hull Sub-Assembly Tank No 4 Port							4	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
Hull Sub-Assembly Tank No 4 Sbd								4	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
Hull Sub-Assembly Tank No 5 Port									4	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
Hull Sub-Assembly Tank No 5 Sbd										4	2	2	2	2	2	2	2	2	2	2	2	2	2	2
Hull Sub-Assembly Tank No 6 Port											4	2	2	2	2	2	2	2	2	2	2	2	2	2
Hull Sub-Assembly Tank No 6 Sbd												4	2	2	2	2	2	2	2	2	2	2	2	2
Hull Sub-Assembly Tank No 7 Port													4	2	2	2	2	2	2	2	2	2	2	2
Hull Sub-Assembly Tank No 7 Sbd														4	2	2	2	2	2	2	2	2	2	2
Hull Sub-Assembly Tank No 8 Port															4	2	2	2	2	2	2	2	2	2
Hull Sub-Assembly Tank No 8 Sbd																4	2	2	2	2	2	2	2	2
Hull Sub-Assembly Tanks Week	4	6	8	10	14	18	20	20	20	20	20	20	20	20	20	20	16	14	12	10	6	2	2	1
Hull Sub-Assembly Tanks Month	14																							

SHIPYARD FLOATING DRY DOCK PONTOON MODULE ASSEMBLY ONLY

	WK 1	WK 2	WK 3	WK 4	WK 5	WK 6	WK 7	WK 8	WK 9	WK 10	WK 11	WK 12	WK 13	WK 14	WK 15	WK 16	WK 17	WK 18	WK 19	WK 20	WK 21	WK 22	WK 23	WK 24
HULL MAIN ASSEMBLY																								
Hull Main Assembly No 1 Fwd																								
Hull Main Assembly No 2																								
Hull Main Assembly No 3																								
Hull Main Assembly No 4																								
Hull Main Assembly Summary Week	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Hull Main Assembly Summary Month	0																							

SHIPYARD FLOATING DRY DOCK / PLATFORM MISC OUTFITTING

	WK 1	WK 2	WK 3	WK 4	WK 5	WK 6	WK 7	WK 8	WK 9	WK 10	WK 11	WK 12	WK 13	WK 14	WK 15	WK 16	WK 17	WK 18	WK 19	WK 20	WK 21	WK 22	WK 23	WK 24
FABRICATION																								
Misc Steel Fabrication / Weld																								
Tank Piping / Equipment Systems																								
Electrical Rough In / Final Install Summ.																								
Systems / Electrical Summary Week	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Systems / Electrical Summary Mth	0																							

SHIPYARD YACHT CRADLE FABRICATION ONLY

	WK 1	WK 2	WK 3	WK 4	WK 5	WK 6	WK 7	WK 8	WK 9	WK 10	WK 11	WK 12	WK 13	WK 14	WK 15	WK 16	WK 17	WK 18	WK 19	WK 20	WK 21	WK 22	WK 23	WK 24
YACHT CRADLE SYSTEM																								
Man Load Per Cradle Fabrication	1	1	1.25	1	0.75	0.5	0.25																	
Yacht Cradle Fabrication No 1	1.5	1	1.25	1	0.75	0.5	0.25																	
Yacht Cradle Fabrication No 2																								
Yacht Cradle Fabrication No 3																								
Yacht Cradle Fabrication No 4																								
Yacht Cradle Fabrication No 5																								
Ship Set No 1 Fabrication Man Average	2	3	4	5	5	5	4	4	2	3	4	5	5	5	5	4	3	1						
Ship Set No 2 Fabrication Man Average	2	3	4	5	5	5	5	5	5	5	5	5	5	5	5	4	3	1						
Yacht Cradles Ship Set Total 10 Labor Mth	3																							
Yacht Cradles Ship Set Total 10 Labor Qtr	3																							

SHIPYARD FLOATING DRY DOCK FABRICATION / ASSEMBLY / SYSTEMS ONLY

	WK 1	WK 2	WK 3	WK 4	WK 5	WK 6	WK 7	WK 8	WK 9	WK 10	WK 11	WK 12	WK 13	WK 14	WK 15	WK 16	WK 17	WK 18	WK 19	WK 20	WK 21	WK 22	WK 23	WK 24	
DRY DOCK FABRICATION																									
Hull Sub-Assembly Tanks Summary	4	6	8	10	14	18	20	20	20	20	20	20	20	20	20	20	16	14	12	10	6	2	0	0	
Hull Main Assembly Summary	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Systems / Electrical Summary	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Systems / Electrical Summary Week	4	6	8	10	14	18	22	22	24	24	26	26	28	26	28	26	27	23	21	17	13	7	5	5	
Systems / Electrical Summary Month	14																								
Ship Set No 1 Fabrication Man Average	2	3	4	5	5	5	5	4	3	4	5	5	5	5	5	4	3	1							
Ship Set No 2 Fabrication Man Average	2	3	4	5	5	5	5	5	5	5	5	5	5	5	5	4	3	1							
Yacht Cradle Two (2) Ship Sets Summary	3	4	5	5	5	5	5	4	5	4	5	5	5	5	5	4	3	1							
Yacht Cradles Fabrication Qtr	3	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	
Floating Dry Dock & Cradle Summary Wk	6	9	12	15	19	23	27	26	29	28	30	31	33	31	33	30	30	24	21	17	13	7	5	5	
Floating Dry Dock & Cradle Summary Mth	30																								
Floating Dry Dock & Cradle Summary Qtr	240	360	480	600	760	920	1080	1080	1160	1120	1200	1240	1320	1240	1320	1200	1200	960	840	680	520	280	200	200	
Floating Dry Dock / Cradle Build Hrs Wk	1080																								
Floating Dry Dock / Cradle Build Hrs Mth	2280																								
Floating Dry Dock / Cradle Build Hrs Qtr	3280																								
TOTAL PRODUCTION HOURS	20160																								

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August 14, 2018

Fort Pierce Yacht & Ship International LLC.
1001 Harbor Street
Fort Pierce, FL 34950
Attention Mr. Sanford "Sandy" Woods
President

Dear Mr. Woods,

It was a pleasure to meet you last week and I thank you for taking the time to tell me all about your exciting new Yacht repair facility project in Fort Pierce, Florida. You have put together a team of well respected industry professionals who have the ability to make your vision a reality. I have no doubt that it will be a great success along with having a positive impact on the Fort Pierce community.

There is a growing demand for facilities that are large enough and capable of servicing the incredibly fast growing large yacht industry and I believe that you have the resources and location to execute it properly.

I am reaching out to you with the request and intent for a strategic alliance between Fort Pierce Yacht and Ship and Berth One International LLC. There are many synergies between our two companies and I wholeheartedly believe that we share the common goal of bettering our local and statewide communities, by bringing the world's finest luxury yachts to the area for service and repair.

As you are already well aware of, the economic impact that these large super yachts bring to the local communities they visit are immense and Berth One International LLC would be honored to support and assist in your efforts to develop your vision.

I appreciate and support your efforts and Berth One International LLC. looks forward to hearing back from you.

Kind Regards,

Kevin O'Connor
President and Co-Founder
Berth One International LLC.
Kevin@berthonepalmbeach.com



Telephone: 954-786-1640
FAX: 954-786-3426
rgriss@lighthouse-ins.com

August 20, 2018

Fort Pierce Yacht & Ship LLC.
1000 NE 2nd Street
Fort Pierce, FL 34950

Attn: Mr. Sanford 'Sandy' Woods

Dear Mr. Woods,

After numerous conversations with Mr. Hollison and careful review of the attached document, we at Lighthouse Insurance Resources are prepared to meet and/or exceed all insurance requirements outlined in the aforementioned.

It should be noted, I have 33 years' experience specializing in the placement of insurance for Yacht Yards, Yacht Manufacturers and various Marine related risks.

In addition, all of the insurance coverages outlined in the attached document will be placed with US based A+ rated insurance companies.

Kind Regards,

Wm. Roger Grissinger

Wm. Roger Grissinger, President
Lighthouse Insurance Resources Inc

WRG:jej
Attachment

Date: August 1, 2018

8. New Added 7 17 2018

Evidence of Insurance Coverage Suitable for the Project. In Threshold amounts no less than the following:

- a. Commercial General Liability (CGL)
 1. Minimum Limit (Inclusive any amount provided by umbrella or excess policy) of CGL Coverage total \$10M per occurrence / \$15M annual aggregate.
 2. The CGL shall not include any exclusion for liability resulting from operations performed by subcontractors including but not limited to exclusions for damage to work performed by subcontractors such as or similar to ISO Exclusion CG 22 94 or Exclusion 22 95
 3. Products and completed Operations in the minimum of \$10M
- b. Automobile Liability (AL)

Minimum Limit (Inclusive of any amount by umbrella or excess policy) Coverage must be \$5M per accident.
- c. Workers Compensation / Employers Liability (WC / EL)
 1. Coverage shall be no more restrictive than provided by the standard workers Compensation and employees Liability Insurance Policy.
 2. The minimum amount coverage (inclusive of any amount provided by an umbrella or excess policy) shall be:

Part One: Statuary
Part Two: \$500,000,000 Each Accident
\$500,000 Disease – Each Employee
\$500,000 Disease – Policy Limit.
 3. When applicable the policy shall be endorsed to include the Longshore and Harbor Workers Compensation Act and / or Maritime Coverage Endorsement (Jones Act Endorsement)
 - a. Longshore & Harbors Workers Compensation Act Endorsement Shall be provided to cover employees in accordance with applicable laws.
 - b. Maritime Coverage Endorsement (Jones Act) A maritime Coverage Endorsement shall be provided to cover seaman, masters and members of crew in accordance with applicable laws remedy for damage or injury in course of employment.
 - c. Pollution Liability:
 1. Minimum limit of pollution liability coverage must be \$5M per accident
 2. Maximum deductible or self-insured retention is \$100,000

Note: The county will accept as documentation for this section a Certificate of Insurance incompliance with all the requirements or a letter from proposer's agent, broker or carrier attesting proposers can obtain coverages and limits required.

Attachment

FT PIERCE Summary of Business and Sub-Contractors

Five (5) Month IRM Rental Only

Projects Completed October 2014 to April 2015

- ◇ M/Y Double Down, 214' Codecasa
- ◇ M/Y Freedom, 230' Benetti
- ◇ M/Y Sycara V, 223' Nobiskrug
- ◇ M/Y Podium, 197' Lürssen
- ◇ M/Y Winning Drive, 130' Westport

Month Expenditures Summary:

IRM: Monthly Rental Plus Dockage @ \$2-00 Foot Estimate Only.	\$70,000
IRM Monthly Utilities & Misc. Fees: Estimate Only.	\$20,000
City of Ft Pierce Upgraded Electrical Services Estimate Only	\$100,000
Equipment Purchased During Five (5) Month Yard Period.	
Metal Shop Equipment Purchase:	\$80,000
Crane Purchase:	\$120,000

Local Business and Sub-Contractors Summary

- ◇ Abaco Power Coating Ft. Pierce.
- ◇ Golf cart and Trailer Ft. Pierce.
- ◇ Graybar, Pipe Ft. Pierce.
- ◇ Home depot Ft. Pierce.
- ◇ UESI divers Ft Pierce.
- ◇ Palmdale Fuel, Ft Pierce (Yachts Purchased over \$400,000 in Fuel)
- ◇ Royal Truck & Crane, Ft Pierce.
- ◇ Meeks, Plumbing. Ft Pierce
- ◇ Cooper, Electric Ft Pierce
- ◇ Apple Industry Ft Pierce
- ◇ Publix store, Ft Pierce
- ◇ Tidal wave pools Ft Pierce
- ◇ West marine, ft Pierce
- ◇ Ace Hardware, Ft Pierce
- ◇ Staples Ft Pierce
- ◇ Freedom portables Ft Pierce
- ◇ Dazzling Details. Ft Pierce.
- ◇ Jeff, carpenter, Vero Beach
- ◇ Hooper electric, Ft Pierce
- Accommodation: (Yacht Crews & Contractors)
- ◇ Nobel House 218 north 2ed st Ft Pierce 34950,
- ◇ Hutchinson Island hotel, Comfort Suites, And other hotels

Attachment 00

Meyel (Buddy) Haack Jr.



Professional Experience

Taylor Lane Yacht And Ship	2014
Managing partner responsible for marketing and daily operations.	
Nobiskrug, Shipyard Rendsberg, Germany	2011 to 2014
US Sales (Independent Contractor)	
Lürssen, Shipyard Bremen, Germany	1997 to 2011
US Sales Office in Fort Lauderdale (Independent Contractor)	
◊ Assisted in over 18 yacht new construction contracts including warranty of new vessels.	
◊ Consultant specifications development Lürssen builds: M/Y Phoenix, M/Y Linda Lou, M/Y Apoise, M/Y Nemo, M/Y Martha Ann, M/Y Katie Sue 1, M/Y Katie Sue 2	
◊ Consultant to assist client for hired/managed captains and crews	
◊ Consultant project machinery major equipment for US Owners	
M/Y Mercedes, 130' Oceanfast	1995 to 1996
Captain for Ray delivery of new yacht from Perth, Australia to Fort Lauderdale	
Baglietto, Shipyard in La Spezia, Italy	1994 to 1995
US Sales Office in Fort Lauderdale	
M/Y Adler. 120' High Speed Yacht	1986 to 1994
Project manager and Captain	
M/Y Lady Columbo, 114' Broward	1985 to 1986
Project Manager and Captain	
M/Y Lady Columbo, 65'	1984 to 1985
Captain	
S/V Antares, 110' Schooner	1979 to 1984
Captain	

Education:

- ◊ Florida State University, Sociology
- ◊ Tallahassee Community College, AA, AS
- ◊ Fletcher High School Class of 1969, Jacksonville Beach, Florida

Certificates and Licenses:

- ◇ USCG Captain's License
- ◇ MTU Training School, Friedrichshafen GmbH, Germany
- ◇ KaMeWa Service School
- ◇ Maritime Training
- ◇ Florida Yacht Broker's License

Books and Articles Authored

- ◇ Megayacht Wisdom 1, 1997
- ◇ Megayacht True Stories, 2004
- ◇ Megayacht Wisdom 2, 2006

Articles about 'kickbacks' and other ethical yachting issues for Triton News and Dockwalk Magazine

Attachment 13.4
DALE PARKER ASSOCIATES

July 21, 2018

To Whom It May Concern

Re: Buddy Haack

Dear Sirs:

I am pleased that I can offer this letter of recommendation for Buddy Haack.

Buddy served as a well-respected Captain for many years before transitioning shore side into the large yacht construction and refit sector.

I have personally known Buddy for over 25 years, during which time he has been involved with operations, management, and oversight of Megayachts all over the world.

I have worked alongside Buddy and can attest to his well-rounded knowledge and understanding of the shore side needs that these floating cities require; service maintenance, restoration refits, legal matters and simply storage.

He has been directly involved with multi million dollar deals for more years than I can remember. His knowledge of yacht budgets, finance and management of these projects will make Buddy the most valuable player in any organization.

Having this solid history and combined interaction with owners, brokers and captains of our industry, Buddy has certainly earned respect.

I have no hesitation recommending Buddy Haack and if I can be of any assistance please don't hesitate to contact me directly.

Dale Parker
+954-716-9233
Dale@YachtingProjects.com



GERMAN TECHNOLOGY COMPANY BRINGING VOCATIONAL TRAINING TO THE US

TO WHOM IT MAY CONCERN:

TRIXCITE is a German start-up being excited about the possibilities in the US. On the other hand, we do believe, that we can also bring a value to Fort Pierce.

A bit of background: TRIXCITE is a team of talented individuals from the yachting industry as well as from the technology sector. Our product is a smart 50ft, zero emission hydro foiling trimaran with autonomous features and astonishing performance and comfort. This is a unique combination of high-tech carbon fiber boat building combined with zero emission energy supply and smart autonomous functions based on artificial intelligence and internet of things.

Our business plan projects more than 200 jobs in different trades and high-end engineering in the next five years. One strength of Germany is an excellent training of craftsmen in several trades – the so called Dual Vocational Training. As part of the dual system, the apprentices attend classes at a vocational school and receive on-the-job training at our company. This gives an excellent education in the theory combined with practical skills.

TRIXCITE believes in the power of its employees and the importance of having an excellent education background. We do need this to create the exceptional quality of our products and to create an emotional binding to our company – our employees are our core value.

We clearly state, that we are committed to build up the German Dual Vocational Training within our company in the US. I personally did an apprenticeship as an electronic technician before I studied industrial engineering. During my professional career in large German organizations I had the pleasure to train several young talents and I would be personally committed to engage in organizing a vocational school and also give lessons to our and other apprentices.

I would be happy to further elaborate the prospects in the US and stay at your disposal.

Sincerely



Dirk Zademack
(CEO and Founder)

trixcite
Inh. Dirk Zademack
Heinsahl 6
21244 Buchholz

Telefon: +49 179 534 86 86
e-Mail: dirk.zademack@trixcite.com

Attachment 7.1.3

Professional Reference for: Alan Hollison

By: Tom Croft – Scheduling Coordinator, Westport Yachts, LLC

Date: August 16, 2018

I have known Alan Hollison since 2000 when he and I worked together at Queenship Yachts in Maple Ridge, Canada.

Alan has been through the Australian Shipwright's Apprentice Program, which is a 5 year program that instructs one how to build a boat/ship from start to finish. That is he has knowledge of metal work, wood work, piping and electrical systems, fairing and finishing so that he understands the complete boat/ship building or repair process. After his apprenticeship, Alan owned his own company for 7 years and then worked for Broward Marine for 14 years. He was Vice President of Operations at Westship World Yachts in Tampa, Florida in 2001-2005 when I was director of Engineering for Lazzara Yachts which was just down the street and it was here that he and I met for the first time and they developed some of the new tooling for the two new model yachts that Lazzara Yachts was bringing into production.

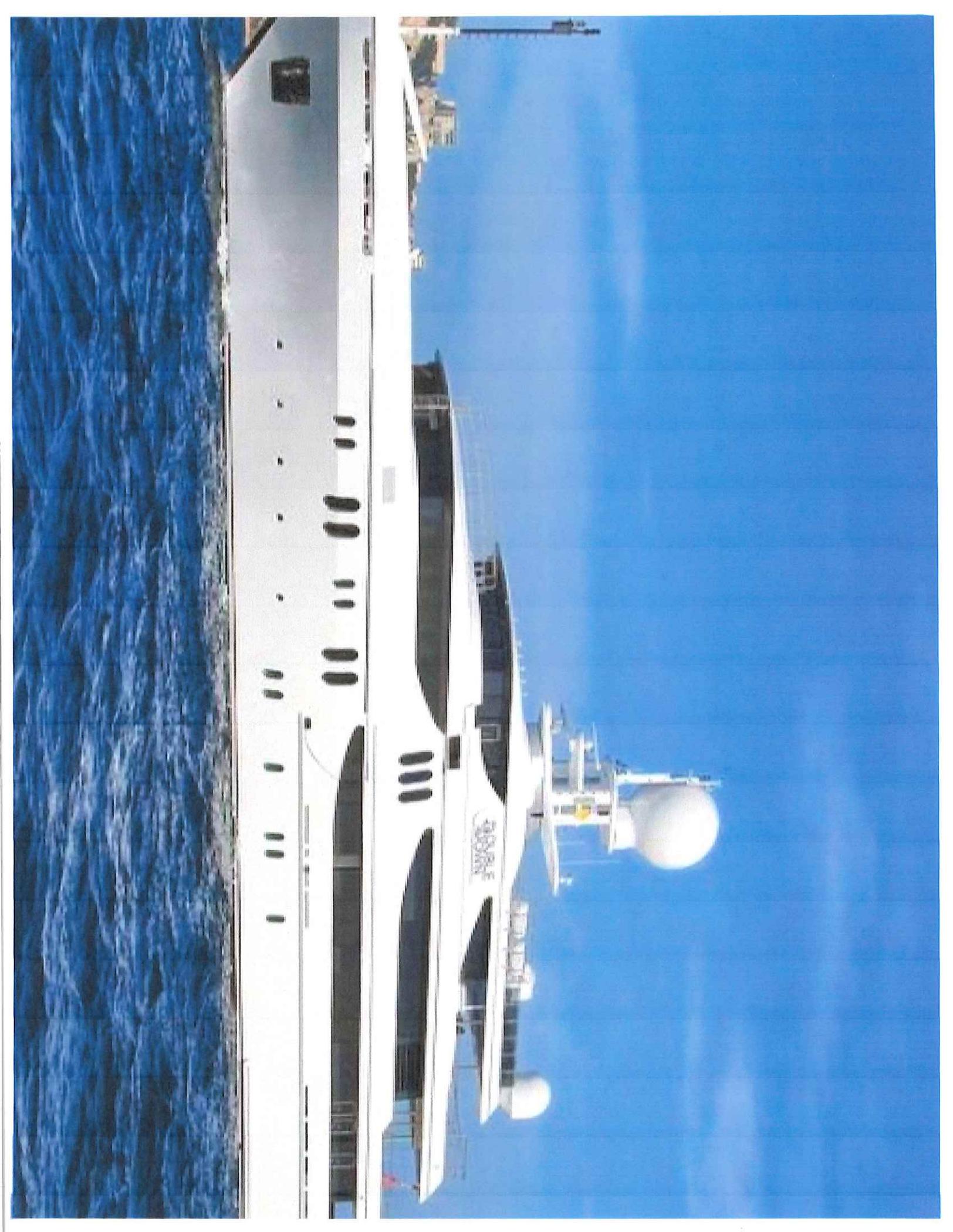
While at Queenship he showed me a system he had developed of estimating new models of yachts, based on areas so that he can extrapolate from a model that has already been built to a larger or different one and the results for the first-off (prototype) of a new model has proven to be very accurate.

From 2005 until 2013 Alan was the Master Scheduler at Westport Shipyard, where I now work. Today I am using a scheduling format, that he developed, in order to keep the president of the company updated on a bi-weekly basis. Apart from scheduling the production boats he planned the set up of the facilities and analyzed development and tooling costs, bills of materials, and labor in order to project present and future manning levels. By doing this he was able to implement recovery plans for the boats that either fell behind in schedule or had added work due to change orders.

Due to his experience with scheduling and estimating, Alan has become proficient in developing shipyard systems and processes and so it is well within his area of expertise to set up a new shipyard with the required facilities for haul out/drydocking, painting and repairs to structures and systems.

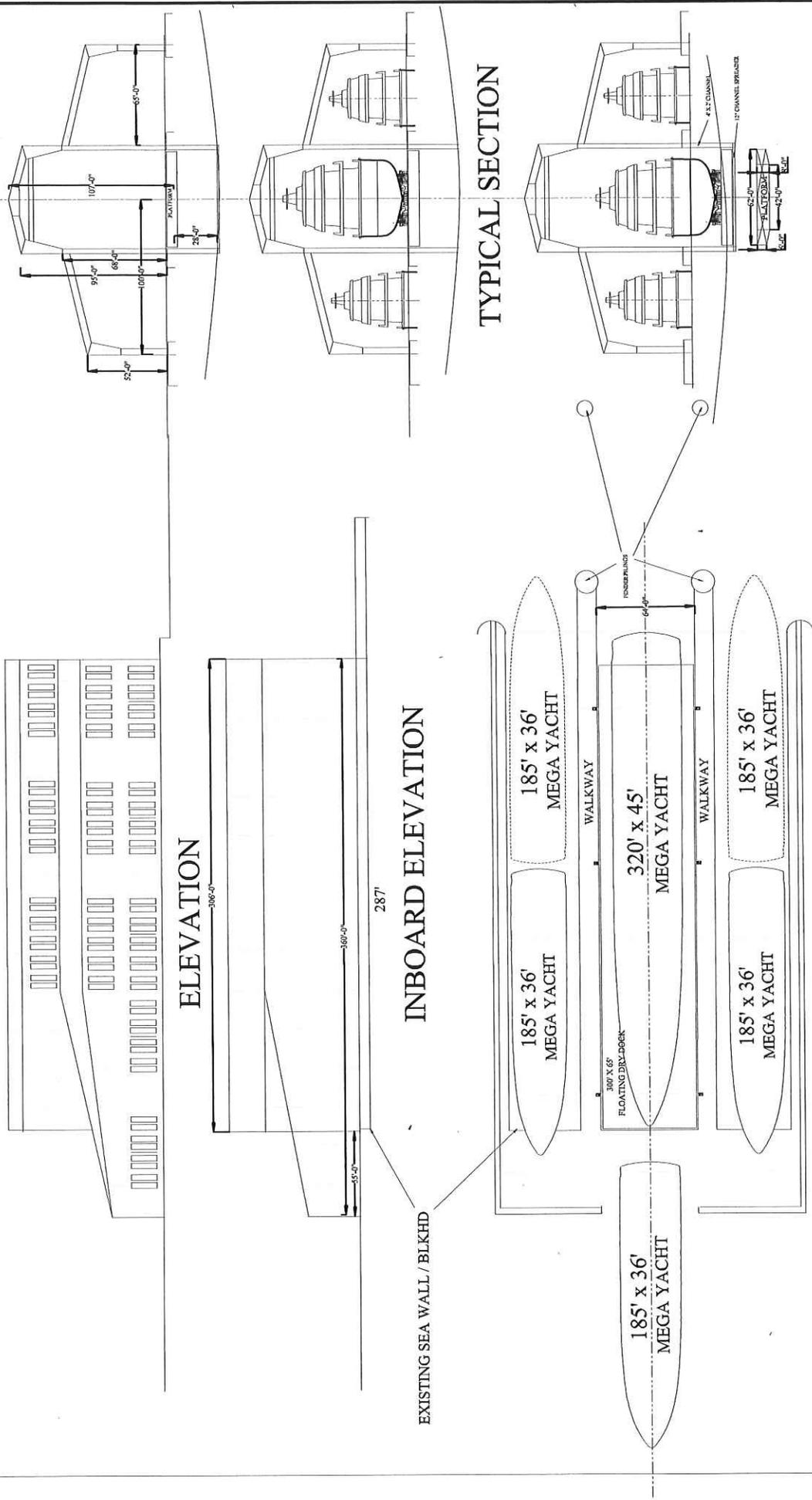
I would not hesitate to recommend Alan Hollison for such a position. A copy of my resume is attached so one knows that I am making this judgement from a position of experience.





FT PIERCE YACHT & SHIP LLC

CONSOLIDATED OIL PROPERTY OPTION 2



TYPICAL SECTION

AUGUST 19, 2018

The information contained herein represents AJH International Consultancy Group LLC preliminary Design / Engineering / Production allocation for discussion purposes only. It is however subject to change at the sole discretion of AJH International Consultancy Group LLC

Australia Apprenticeships and Traineeship Programs

Apprenticeships and traineeships combine training with working in a real job, with a real boss, for a real wage. Apprentices and trainees work towards the completion of a nationally recognized qualification while learning valuable skills at work and under the guidance of a training organization. Upon completion a great place to keep working, go on to future study or even start your own business.

Difference between an apprentice and a trainee

Apprentices are trained in a skilled trade, such as electrical, plumbing, cabinet-making and automotive. Upon completion, apprentices become a qualified tradesperson.

Trainees are trained in vocational areas, such as office administration, information technology and tourism. Upon successful completion, a trainee will receive a qualification in their chosen vocational area.

Quick facts about apprenticeships and traineeships

- Apprenticeships and traineeships combine work with structured training.
- Existing employees may undertake an apprenticeship or traineeship.
- Apprenticeships and traineeships require employers to enter into a training contract with the apprentice or trainee, legally binding agreement to work and train together for a length of time.
- Employers work with a training organization and apprentice or trainee to draw a training plan.

Apprenticeships and Traineeship

- Full-time apprentices and trainees work and train an average of 40 hours a week and have ongoing employment.
- Existing workers may be employed as an apprentice or trainee (as long as they are not casual).

Commencing an apprenticeship or traineeship is the same for all, no matter what age. As an older apprentice or trainee, you provide maturity, reliability, life experience and knowledge, not only to an employer but to other staff.

Existing skills and experience (gained from education, training, work and life experiences) may provide you with credit and may reduce your training time.

As a mature age apprentice or trainee, you may earn different wages compared to a young apprentice or trainees.

FT PIERCE YACHT & SHIP

PAVING COMPANY MANUFACTURING START UP SCHEDULE

BUSINESS START UP LABOR	Mth 1	Mth 2	Mth 3	Mth 4	Mth 5	Mth 6	Mth 7	Mth 8	Mth 9	Mth 10	Mth 11	Mth 12
Building : Clean Up / Paint	2	0										
Utilities Upgrade Plumbing Electrical Etc	1	0	0	0	0	0	0					
Major Equipment Install / Secure / Start Up	2	1	0	0	0	0	0					
Factory Set Up Shelving / Work Benches Etc	1	0	0	0	0	0	0					
Start Up Labor Sub-Total	5	1	0	0	0	0	0					

MANUFACTURING START UP LABOR	Mth 1	Mth 2	Mth 3	Mth 4	Mth 5	Mth 6	Mth 7	Mth 8	Mth 9	Mth 10	Mth 11	Mth 12
1 Machine Operator	1	1	1	1	1	1	0					
2 Material Loader: Mix / Loader Clean Up	1	2	2	2	2	2	0					
2 Machine Unloader : Stack Pallets Etc	1	2	2	2	2	2	0					
1 Yard Labor Stack / Yard Storage / Truck Loader	0	1	1	1	1	1	0					
Manufacturing Start Up Labor Sub-Total	3	6	6	6	6	6	0					
Manufacturing Hours Total Week	660	940	960	960	960	960	960	960	960	960	960	960
Manufacturing Labor \$\$ Net + OH \$35 Hr Week	\$23,100	\$32,900	\$33,600	\$33,600	\$33,600	\$33,600	\$33,600	\$33,600	\$33,600	\$33,600	\$33,600	\$33,600
Manufacturing Labor \$\$ Net Running Month	\$23,100	\$56,000	\$89,600	\$123,200	\$156,800	\$190,400	\$224,000	\$257,600	\$291,200	\$324,800	\$358,400	\$392,000

MANUFACTURING PAVERS PER WEEK (Includes Wastage Factor 10%)	Mth 1	Mth 2	Mth 3	Mth 4	Mth 5	Mth 6	Mth 7	Mth 8	Mth 9	Mth 10	Mth 11	Mth 12
Paver Manufacture Number Per Week Start Up	1000	34000	50000	50000	50000	50000	50000	50000	50000	50000	50000	50000
Manufacturing Cost Per Paver Labor Only		\$0.97	\$0.67	\$0.67	\$0.67	\$0.67	\$0.67	\$0.67	\$0.67	\$0.67	\$0.67	\$0.67

EQUIPMENT START UP	Total \$	Deposit \$	Mth 1	Mth 2	Mth 3	Mth 4	Mth 5	Mth 6	Mth 7	Mth 8	Mth 9	Mth 10	Mth 11	Mth 12
Major Equipment Purchase SBS Block Machine	\$24,250	\$12,125	\$24,250											
Utilities Upgrade Plumbing Electrical Etc	\$2,500		\$2,500											
Major Equipment Install / Secure / Start Up	\$2,000		\$1,500	\$500										
Factory Set Up Shelving / Work Benches Etc	\$10,000		\$7,500	\$2,500										
Fork Lift Budget Allowance	\$8,000		\$8,000											
Start Up Machinery & Equipment Purchases Total	\$46,750	\$12,125	\$43,750	\$3,000										

MANUFACTURE PAVES PER WEEK (Inc Wastage Factor 10%)	Mth 1	Mth 2	Mth 3	Mth 4	Mth 5	Mth 6	Mth 7	Mth 8	Mth 9	Mth 10	Mth 11	Mth 12
\$118.00 per 630 Pavers Estimating Allow \$.18 Pav		\$6,120	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000
Misc Materials / Equipment / Machinery Allow \$.02		\$680	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Materials Per Paver / Unit Allow Sub-Total		\$6,800	\$10,000									
Material Only Allowance Per Paver / Unit Summary		\$0.20	\$0.20	\$0.20	\$0.20	\$0.20	\$0.20	\$0.20	\$0.20	\$0.20	\$0.20	\$0.20
Labor Only Allowance Per Paver / Unit Summary		\$0.20	\$0.67									
Labor & Material Per Paver / Unit Summary		\$1.33	\$0.87									

Note: Paver Manufacturing Allow \$.87 Per Unit

This information is the sole property of TREASURE COAST YACHT & SHIP LLC Work Sheets and estimates are conceptual only for discussion purposes only. Budget estimates are subject to change at the sole discretion of TREASURE COAST YACHT & SHIP LLC

FT PIERCE YACHT & SHIP

PAVING COMPANY INSTALLATION START UP SCHEDULE

PROJECT	Mth 1	Mth 2	Mth 3	Mth 4	Mth 5	Mth 6	Mth 7	Mth 8	Mth 9	Mth 10	Mth 11	Mth 12
Employee Installation												
1 Machine Operator	0	0	1	1	1	1	1	1	1	1	1	1
2 Paver Unload / Stacker	0	0	2	2	2	2	2	2	2	2	2	2
2 Paver installer	0	0	2	2	2	2	2	2	2	2	2	2
1 Finisher Installer / Sand Seams / Clean Up	0	0	1	1	1	1	1	1	1	1	1	1
Manufacturing Start Up Labor Month	0	0	5	6	6	6	6	6	6	6	6	6
Labor Installer Hours Total Week	0	0	820	960	960	960	960	960	960	960	960	960
Labor Installer Labor \$\$ Nett + OH \$35 Hr Week	\$0	\$0	\$28,700	\$33,600	\$33,600	\$33,600	\$33,600	\$33,600	\$33,600	\$33,600	\$33,600	\$33,600
Labor Installer \$\$ Nett Running Month	\$0	\$0	\$28,700	\$62,300	\$95,900	\$129,500	\$163,100	\$196,700	\$230,300	\$263,900	\$297,500	\$331,100
INSTALLATION PAVERS PER WEEK (Includes Wastage Factor 10%)												
Pavers Installation Average Per Day 5500 Week 27,00 Start Up	0	0	87,000	108,000	108,000	108,000	108,000	108,000	108,000	108,000	108,000	108,000
Paver Installation Cost Per Paver Labor Only			\$0.33	\$0.31	\$0.31	\$0.31	\$0.31	\$0.31	\$0.31	\$0.31	\$0.31	\$0.31

MAJOR EQUIPMENT	Total \$	Deposit \$	Mth 1	Mth 2	Mth 3	Mth 4	Mth 5	Mth 6	Mth 7	Mth 8	Mth 9	Mth 10	Mth 11	Mth 12
Paver Laying VM301 Hydraulic Clamp	\$17,995	\$8,998			\$8,997									
Paver Packing Machine 50	\$3,098			\$3,098										
Paver Packing Roller Machine	\$4,680			\$4,680										
Pallet Wagon Manual	\$3,850			\$3,850										
Custom Rack Attachment Build In House	\$2,500			\$2,500										
Back Hoe Grader Used	\$6,500			\$6,500										
Misc Materials & Tools Budget Allowance				\$5,000										
Start Up Equipment Purchases Month	\$38,623	\$8,998		\$17,098										

PAVERS INSTALLATION MONTH (Includes Wastage 10%)	Mth 1	Mth 2	Mth 3	Mth 4	Mth 5	Mth 6	Mth 7	Mth 8	Mth 9	Mth 10	Mth 11	Mth 12
Project Materials / Fuel / Misc Materials Allowance			\$1,740	\$2,160	\$2,160	\$2,160	\$2,160	\$2,160	\$2,160	\$2,160	\$2,160	\$2,160
Paver Installation Cost Per Paver Material			\$0.02	\$0.02	\$0.02	\$0.02	\$0.02	\$0.02	\$0.02	\$0.02	\$0.02	\$0.02
Paver Installation Cost Per Paver / Unit Labor & Material			\$0.35	\$0.33	\$0.33	\$0.33	\$0.33	\$0.33	\$0.33	\$0.33	\$0.33	\$0.33
Start Up Machinery & Equipment Purchases Mo:		\$17,098	\$17,527	\$2,160	\$2,160	\$2,160	\$2,160	\$2,160	\$2,160	\$2,160	\$2,160	\$2,160

SHIPYARDS PAVER INSTALLATION	Sq Ft	No Paver	Mth 1	Mth 2	Mth 3	Mth 4	Mth 5	Mth 6	Mth 7	Mth 8	Mth 9	Mth 10	Mth 11	Mth 12
Oil Property (Total Sq Ft Pavers / No Build	50,000	116,279	0	0	35,000	27,000	20,000	20,000	10,000	5,000	15,000	15,000	15,000	15,000
Egan Property (Total Sq Ft Pavers	240,000	558,140	0	0	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
King Property	490,275	1,401,174	0	0	4,000	10,000	11,000	11,000	21,000	26,000	31,000	31,000	31,000	31,000
Wholesale / Retail Projects						2,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000
Project Paver Installation Summary Month	780275	2075593	0	0	54,000	54,000	54,000	54,000	54,000	54,000	54,000	54,000	54,000	54,000

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TIME

A close-up portrait of Sanford L. Woods, a man with a mustache, wearing a dark suit, white shirt, and a yellow and black patterned tie. The background is a plain, light-colored wall.

**TIME MAGAZINE
2000 QUALITY
DEALER AWARD**

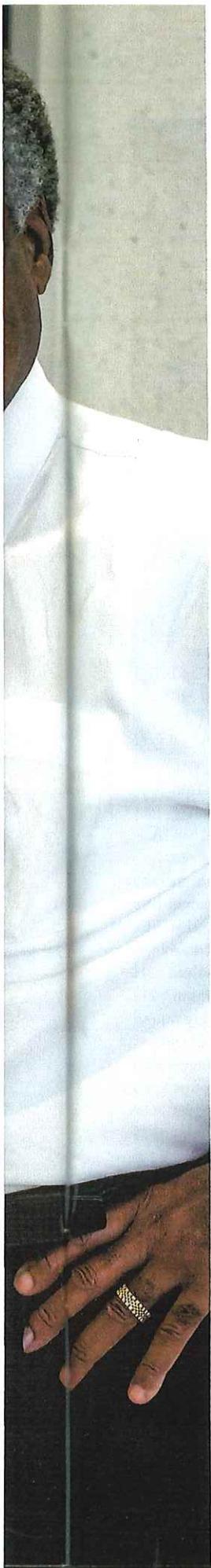
SANFORD L. WOODS
TAMPA, FLORIDA

AWARDED FOR BUSINESS ACHIEVEMENT AND COMMUNITY SERVICE
Sponsored by TIME Magazine in association with The Goodyear Tire & Rubber Company

BE100S

THE NATION'S LARGEST
BLACK BUSINESSES

Mining Automotive Treasure



FOLKLORE SAYS PIRATES SUCH AS BLACKBEARD

buried their treasures along the Eastern Florida Coastline between what is now a small town called Stuart, running up to Sebastian, just on the other side of Vero Beach. Sanford L. Woods, who prefers to be called "Sandy," says he hears about people finding Spanish gold coins called doubloons all the time along this region of the Atlantic shoreline. It's also where his dealerships, Treasure Coast Lexus and Treasure Coast Toyota, have gained their names. He is the CEO and Chairman of S. Woods Enterprises Inc., the parent company of these two successful franchises.

Woods concedes that he hasn't discovered Spanish gold himself, but he has managed to generate substantial wealth. And now, after more than 45 years in the automotive industry, he is seeking to pass on his bounty and the day-to-day operations of his treasured business to the next generation. His youngest daughter, Amber, is practically steering the ship in an industry that's changing as quickly as the tides.

Witnessing the elder Woods interact with Amber, his stellar crew of salespeople and mechanics, and back-office support team is to view an admirable display of leadership at its best. He's applied his managerial prowess, a combination of carefully crafted salesmanship and entrepreneurial fortitude, which has enabled him to navigate his fleet of dealerships to the top of the **BE 100s**. With his

Still chairman of the board with veto power over every decision within the company, Woods remains skipper of the enterprise. But he's also quick to attribute the company's steady growth to the hard work and leadership of his 37-year-old daughter. With oversight of flagship Treasure Coast Toyota, Amber represents the youngest black woman in the nation to operate a dealership.

Woods beams: "Our Toyota store was the big mover [and] my daughter took over the business two years ago. That's the store that had the second highest profit year ever, in my entire 29 years [coming in within \$100,000 of profitability]. This year, we're projecting that we're going to do over 3,000 units, and we're well on our way to do that."

Amber humbly says "I can't take full credit," but admits to a willingness to be daring. "I took a couple of big risks that I know my father probably would not have allowed me to do if I didn't have the experience I have now. When I was in the business before, he would not have let me take those risks. But I had a gut feeling, and I trusted my gut."

Larry Lee Jr., state representative from Florida's District 84, has witnessed the byproduct of this symbiotic relationship: "That Toyota dealership is the No. 1 black-owned Toyota dealership in the country, in sales. Out of 1,200, I think they're ranked 117 out of all Toyota dealerships.

HOW SANFORD 'SANDY' WOODS PLOTS A NEW, BOUNTIFUL COURSE FOR HIS DEALERSHIP GROUP AS HE PASSES IT ON TO HIS DAUGHTER

BY KENNETH MEEKS

corporate flag planted solidly in the ground where he's built his profitable Treasure Coast franchise, S. Woods Enterprises ranks among the nation's largest black-owned dealerships, which not only includes the Florida-based franchises but Lexus of Ann Arbor, the Michigan-based dealership in which he holds a 51% ownership stake. He recently sold the Infiniti of Ann Arbor, in which he had a 51% ownership stake, for an undisclosed amount.

Last year, Treasure Coast Toyota sold 2,496 new cars, compared to 1,324 in 2016—an 89% increase. Combined with a 15% sales hike from Treasure Coast Lexus over the same period, the two dealerships helped drive S. Woods Enterprises to become one of this year's sales leaders with an impressive overall 31% revenue growth, from \$182 million in 2016 to \$238 million in 2017.

And a black man owns that, and his daughter is the reason that those sales are up there."

Due to its superior performance, consistent leadership and seamless generational succession rare among black automotive dealers, S. Woods Enterprises has been named our 2018 **BE 100s** Auto Dealer of the Year.

Sandy Woods was born in the small, predominantly black town of Dermott, Arkansas, but grew up in Alamo Gordo, New Mexico, after his family moved there when he was 5 years old. Spending his formative years in the state, he graduated from Western New Mexico University in 1973, with a degree in mathematics. After stints at insurance companies in New Mexico and Colorado, the young executive was hired by Chrysler Corp. He then spent more than 16 years making his corporate ☎

ascent, holding 14 different managerial positions during that period. By 1987, he was tapped to oversee Chrysler's Minority Retail Dealer Development Program, derived from a deal Lee Iacocca, the company's famed CEO, made with members of the Congressional Black Caucus (CBC) nearly a decade earlier to gain its backing for huge bank loans to save the automaker from bankruptcy. The terms between Chrysler and the CBC: the development of black auto dealers.

Woods reluctantly took the position for 24 months after arranging with a vice president of sales that he would be elevated to zone manager, which was his ultimate career aspiration. "When I took over the program, it was in shambles," he reflects. "We were in lawsuits. We were upside down and losing money. There was no program—nothing!"

Demonstrating his managerial dexterity, Woods settled all lawsuits and developed a structure for the program. It turned into a profit center within 18 months. By 1989, he decided to change his career track, turning down a zone manager position to take over a new dealership in Tampa, Florida.

- 1] OPENING HIS FIRST DEALERSHIP
- 2] BEING HONORED AS TOP DEALER
- 3] ONE OF HIS LEADING FRANCHISES
- 4] ON THE SHOWCASE FLOOR WITH A CUSTOMER
- 5] SALES STRATEGY SESSION
- 6] DISCUSSING THE VALUE OF CUSTOMER SERVICE WITH THE CREW
- 7] PREPARING THE NEXT GENERATION—HIS DAUGHTER, AMBER—FOR THE DRIVER'S SEAT.



1



2



3

He quickly discovered that being a corporate auto exec was a far cry from being a dealer selling cars. Early on, he found himself in way over his head, everything was "trial and error."

"I knew nothing about the car business," he recalls. "The first two years, I lost my shirt: \$504,000 in my first 25 months."

At his lowest period in business, he called his father for help. Woods recalled the conversation:

"Pop! I'm in trouble. I can't figure this retail car business out."

"Let me ask you a couple of questions," his father responded.

"Are you working hard?"

"Every day!" Woods answered.

"Do you have a plan?"

"Absolutely! Plan this. Process that. Operational forecasts... You name it, I did it."

Then his father asserted: "Let me tell you something. I don't care what happens, don't ever give up. Always remember that the darkest hour is just before dawn. If you're working hard, and you have a plan, it will work out for you. I don't care what happens, don't ever, ever, ever give up."

With a small tear in his eye, Woods said of his father's tough-love advice: "My father stopped me in my tracks and made me think about what I was doing. That was my defining moment. That's what turned me around."

When he hung up the phone, the determined Woods resumed the analysis of his annual plan, reorganized operations, and continued to work hard until he struck gold, at last, as an auto dealer. Within a year of that fateful conversation, his dealership generated a puny \$355,000 in revenues. The following year, his restructuring resulted in a staggering 249% revenue growth, grossing \$1.2 million. After four years, his dealership generated an impressive \$2.4 million in sales. "I was the third most profitable Dodge dealer in the country," he recalls proudly. "I was No. 10 in volume. And then, I started buying dealerships."

In 1993, Woods formed S. Woods Enterprises Inc., which purchased its first store in 1994, another Tampa-based Dodge dealership, and began its growth through acquisition strategy by adding a Toyota dealership the following year. Over the course of 19 years, Woods purchased and/or sold a total of 13 dealerships, including two Toyota dealerships, a Ford store, a Nissan operation, a Hyundai dealership, three Chrysler dealerships, and two Lexus stores.

Woods shrewdly added real estate to his portfolio, purchasing—instead of leasing—the properties in which he operated his Tampa dealerships and charging rent. Beyond the automotive sector, he continued to diversify operations through a partnership to open three Popeye's Chicken franchises but would later sell his stake back to his partners nearly 15 years ago.

By 2006, *Florida Trend*, a monthly magazine covering business, industry, education, and leisure, identified S. Woods Enterprises Inc., as being among the top 55 privately owned businesses within the Sunshine State. Woods is president of the board of directors for the Toyota Lexus Minority Owners Dealership Association, and in 2015 the National Association of Minority Auto Dealers (of which he is a board member) presented him with its Lifetime Achievement Award.

Today, Woods' business portfolio consists of three dealerships, plus 57 acres contiguous to the Lexus store, another 5 acres in downtown Fort Pierce, and a series of other business ventures and properties under contract. It's the Treasure Coast dealerships, however, where he unearths the richest veins of gold.



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At 69, Woods—who has long since quit smoking and drinking and says he’s in “better shape than when he was in high school”—continues a daily regimen of checking the progress of the Toyota and Lexus dealerships but sleeps well knowing his daughter is advancing the business.

Florida Rep. Lee adds, “We need to show blacks what Sandy is doing. He’s handing the baton off to his daughter. These young black girls need to see somebody like Amber. I’m all about showcasing what can happen when you dream, and when you have a vision.”

The elder Woods doesn’t plan to give up his spacious second-floor office overlooking the Lexus showroom floor, in the building he designed and built, anytime soon. But if anything were to happen to him, he says Amber is already in charge. He finalized the transition in 2017 when President Donald Trump signed into law the congressional tax reform act to take advantage of new provisions related to estate planning: “The law increased some of the one-time, lifetime gifting scenarios. I gifted over to her the business without any tax consequence to her or any tax consequence to me.”

Of course, passing on a dealership—or any business—to the next generation requires corporate restructuring. “It was a very difficult process because I had to set up different L.L.C.s,” he says. “Setting up the whole structure was probably the most difficult thing, and then I had to explain it to the executives at Toyota and Lexus because they didn’t understand it.”

Toyota and Lexus, the luxury division of the automaker, require certified general managers in each dealership. Since Amber graduated from the 18-month National Automobile Dealers Association (NADA) Academy in Northern Virginia and had proven herself to corporate executives and colleagues, she became a certified general

manager of the Toyota dealership. Woods, on the other hand, continued to operate the Lexus store and simply named Amber as successor of that dealership. “If I get hit by a bus tomorrow, she’s already in. She doesn’t have to qualify [to be a certified general manager], which is hard to do.”

Moreover, Woods has structured his array of businesses so Amber holds a 75% ownership stake in them. As for S. Woods Enterprises Inc., the umbrella entity that controls everything, Woods, as president and CEO, owns 100% with Amber serving as vice president and designated heir apparent. “My daughter runs the day-to-day operations,” Woods says. “She and my chief financial officer report to me. Everybody else reports to her.”

“I have a responsibility, and it’s a blessing,” Amber says confidently. “I get to know our people because they’re not a number. My management style is literally caring. I care! I care if our associate is happy. I care if they’re sad. I care if their dog dies. We’re human, and I put the human into the business.”

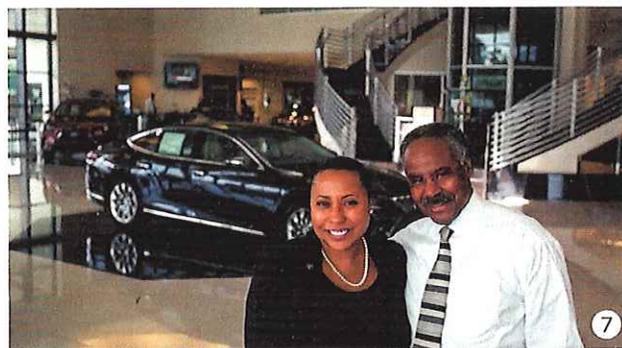
For Amber, it’s always been business in her family. At 15, she worked weekends for her father at his Florida dealerships, taking on various roles from service dispatcher to customer relations manager.

S. WOODS ENTERPRISES FOUNDED 1993

REVENUES (IN MILLIONS)

2013	\$168,936
2014	\$180,129
2015	\$177,626
2016	\$182,156
2017	\$238,288

SOURCE: B.E. RESEARCH

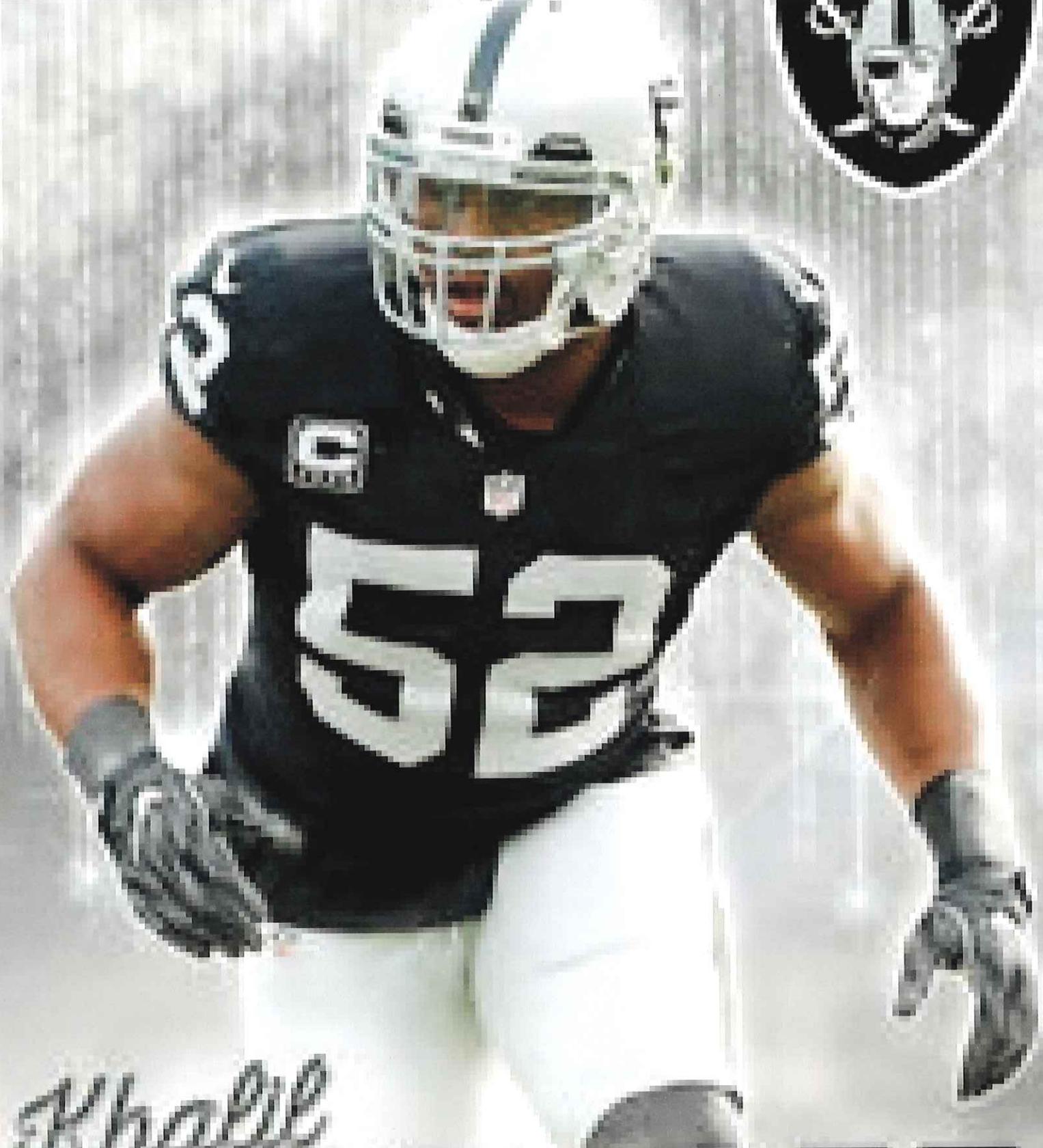


7

After her graduation from the University of Central Florida and a brief hiatus in the New York metro area, she returned to the family business and took a more active operational role. “I had her do two things: open all the mail and sign all the checks.” Following Amber’s completion of NADA training, Woods says, “Then, I put her through each of the departments. Two years ago, I made her general manager at the Toyota store. And that’s when it took off. She hired the key pieces of the puzzle. She got rid of all the people I had, and she fired me. After all of that, Treasure Coast Toyota took off.”

Woods trusts his daughter to follow her gut and to take risks, even if she makes a few mistakes along the way. He’s confident, however, that as she assumes the mantle, she will plot the company on a new course to discover even more bountiful treasure.

BE



Khaliq

W A R R I O R S



August 10, 2018

St Lucie County, FL
2300 Virginia Ave
Fort Pierce, FL 34982

RE: Fort Pierce Yacht & Ship LLC

Dear Sir or Madam:

I have worked with the Sandy Woods as his banker for over 9 years throughout my banking career. All accounts have been maintained properly, without issues and had considerable balances.

CenterState Bank has discussed the Port of Fort Pierce plans with Mr. Woods. The bank has a very strong interest in providing financing up to \$25 Million should it be required in connection with the port project.

As a local to Fort Pierce, I am excited about Mr. Wood's port plan, his commitment to the community as well as his planned apprenticeship program with IRSC. It's been a privilege to work with Mr. Woods, and watch the success of his Lexus dealership. I look forward to watching him succeed in another venture should he be awarded the Port of Fort Pierce bid.

If you wish to discuss the bank's interest or my experience with the Mr. Woods please do not hesitate to contact me at 772-201-4991

Sincerely,

A handwritten signature in blue ink, appearing to read "Jarrod Trefelner".

Jarrod Trefelner
Vice President / Commercial Loan Officer

Rocinante

George Town, Cayman Islands

Official Number 740642 IMO 1009699

Thursday 19 July, 2018

Kobe
Japan

SUBJECT: Buddy Haack

To Whom It May Concern,

I have had the pleasure of working with Buddy Haack now for the past 23 years. Buddy is one of the most ethical and honest persons I know. Buddys level of integrity is rare in todays yachting environment. He has always been an advocate for transparency in an industry that does not always have a high level of transparency. Yachting professionals like Buddy are refreshing in todays world and more are needed.

It is my understanding that Buddy is undertaking an endeavor to run a shipyard. I cannot think of a more qualified person not only to successfully run a shipyard, but to also do it with a high level of integrity. My hope is he is successful in his endeavor because he certainly would get my business.

Please feel free to contact me at 954-383-0923 if you have any questions.

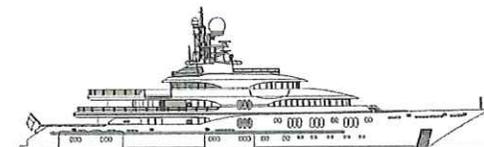
Yours Sincerely,

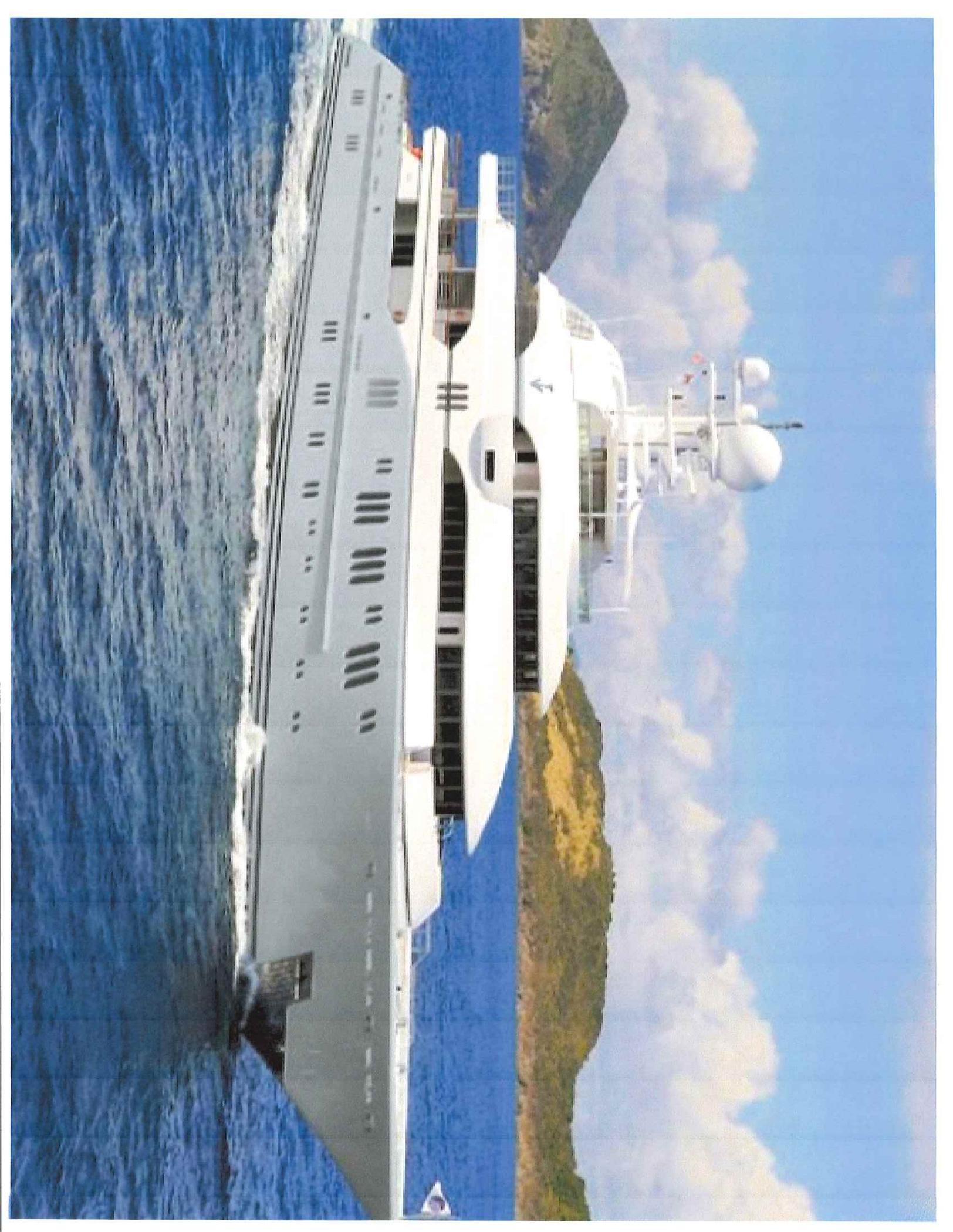


James Kenyon
Master
M/Y Rocinante

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Ship's time is UTC +9





DALE PARKER ASSOCIATES

July 21, 2018

To Whom It May Concern

Re: Buddy Haack

Dear Sirs:

I am pleased that I can offer this letter of recommendation for Buddy Haack.

Buddy served as a well-respected Captain for many years before transitioning shore side into the large yacht construction and refit sector.

I have personally known Buddy for over 25 years, during which time he has been involved with operations, management, and oversight of Megayachts all over the world.

I have worked alongside Buddy and can attest to his well-rounded knowledge and understanding of the shore side needs that these floating cities require; service maintenance, restoration refits, legal matters and simply storage.

He has been directly involved with multi million dollar deals for more years than I can remember. His knowledge of yacht budgets, finance and management of these projects will make Buddy the most valuable player in any organization.

Having this solid history and combined interaction with owners, brokers and captains of our industry, Buddy has certainly earned respect.

I have no hesitation recommending Buddy Haack and if I can be of any assistance please don't hesitate to contact me directly.

**Dale Parker
+954-716-9233
Dale@YachtingProjects.com**

July 25, 2018

To Whom It May Concern:

It's my pleasure to provide this letter of recommendation for Buddy Haack in relation to Fort Pierce mega yacht service facility.

I know Buddy Haack since 1985, back then he was already very respected Captain and have been involve with operation, management and service of yachts. During his carrier he was able to learn all aspects of yacht industry from new construction, repairs, management and brokerage.

Most of all, Buddy Haack have great relation with Owners and Captains of large yachts; with respectful shipyards all over the world as well. All of them respect Buddy's knowledge and opinion. For several years he was representing several shipyards in USA, including Luerssen Shipyard, and gain great direct contacts with potential customers.

Yacht industry is growing, yacht sizes increasing and number of mega yacht rising. South Florida is mega yachts prime destination for repairs and provision services before Caribbean season. Large service facility is needed in South Florida to accommodate coming yachts.

Buddy Haack recognizes the potential of Fort Pierce mega yacht service facility many years ago. His long time passion and determination for Fort Pierce mega yacht facility deserved to be rewarded.

Buddy Haack is not new in Fort Pierce; prove his skills and potentials operate Taylor Lane Yacht & Ship. During that time the company performs several successful mega yacht repairs in Fort Pierce and Fort Lauderdale.

I believe that Buddy Haack knowledge with conjunction of local labor talents will make this facility very special and successful.

Janusz Leczynski

+ 954 478 0777

Janar110@msn.com

Experience:

Yacht service company owner

Yacht building company owner

Project manager for several yachts build in Brazil

Project manager for several mega yachts build in Luerksen Shipyard in Germany.



GERMAN TECHNOLOGY COMPANY BRINGING VOCATIONAL TRAINING TO THE US

TO WHOM IT MAY CONCERN:

TRIXCITE is a German start-up being excited about the possibilities in the US. On the other hand, we do believe, that we can also bring a value to Fort Pierce.

A bit of background: TRIXCITE is a team of talented individuals from the yachting industry as well as from the technology sector. Our product is a smart 50ft, zero emission hydro foiling trimaran with autonomous features and astonishing performance and comfort. This is a unique combination of high-tech carbon fiber boat building combined with zero emission energy supply and smart autonomous functions based on artificial intelligence and internet of things.

Our business plan projects more than 200 jobs in different trades and high-end engineering in the next five years. One strength of Germany is an excellent training of craftsmen in several trades – the so called Dual Vocational Training. As part of the dual system, the apprentices attend classes at a vocational school and receive on-the-job training at our company. This gives an excellent education in the theory combined with practical skills.

TRIXCITE believes in the power of its employees and the importance of having an excellent education background. We do need this to create the exceptional quality of our products and to create an emotional binding to our company – our employees are our core value.

We clearly state, that we are committed to build up the German Dual Vocational Training within our company in the US. I personally did an apprenticeship as an electronic technician before I studied industrial engineering. During my professional career in large German organizations I had the pleasure to train several young talents and I would be personally committed to engage in organizing a vocational school and also give lessons to our and other apprentices.

I would be happy to further elaborate the prospects in the US and stay at your disposal.

Sincerely

A handwritten signature in blue ink, appearing to be 'Dirk Zademack', written over a horizontal line.

Dirk Zademack
(CEO and Founder)

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Inh. Dirk Zademack
Heinsahl 6
21244 Buchholz

Telefon: +49 179 534 86 86

e-Mail: dirk.zademack@trixcite.com



Motor Yacht *Lady Lau*

Official Number: 742464 Cayman Islands Registry

MMSI: 319032700 - Call Sign: ZGAP4 - IMO No: 1010674;

Harbour Giant Limited – 26/F Mass Mutual Tower, 38 Gloucester Road, Wan Chai, Hong Kong

July 29, 2018

To Whom It May Concern:

I have known Buddy Haack professionally since 1988. He is highly regarded within the Yachting Industry and has an impressive career resume working with some of the top industry players in the yachting sector. Mr. Haack is deeply involved in the mega-yacht sector of the yacht industry, and has maintained numerous long-term relationships with dozens of mega-yacht owners. Most recently he started a successful mega-yacht service facility in Dania, Florida, known as Taylor Lane Yacht & Ship.

Mr. Haack has long held the belief that Fort Pierce use its strategic location at the head of a deepwater channel (with no bridges) for the development of a Mega-Yacht Service Yard. To us in the industry, this is an obvious "Highest & Best Use" plan for this location. One only has to look at the success of Rybovich Shipyard in Palm Beach to realize that the potential is great. There were a number of detractors who did not believe that a large yacht service yard would be a success in Palm Beach County, as they claimed it was too far north from the mega yacht capital of the USA, Fort Lauderdale, Florida. The critics were proven wrong! Rybovich Shipyard is chocker block full with mega-yachts, and their business is booming. The same potential can be achieved in Fort Pierce, and likely greater, since access for large yachts is far superior in Fort Pierce than in Palm Beach County.

The mega-yacht industry is booming, just read the yacht building Order Book reports published by the major yachting trade magazines. Yachts are getting larger and larger, and more numerous, with few places to go for service in the SE region of the US. This trend will continue, without question, since this industry has proven itself almost recession proof. The wealthy can always afford luxury goods (including yachts and jets). Notice how Gulfstream Aerospace's business has been skyrocketing during the last 10 years.

Personally, I hope Fort Pierce officials listen closely to what Mr. Haack is proposing, because it could be in everyone's best interests, and Mr. Haack is capable of making this happen.

Captain Ingo Pfothenhauer
Master – M/Y "Lady Lau"



August 21, 2018

Alan,

It was great, after so many years, to finally get back with you and hear about the exciting project that you and Buddy are hoping to secure. I would hope that this letter can be of some assistance to further this goal and to make sure that anybody in the decision making loop feel free to contact me about both you and Buddys credentials and experience in the mega yacht business.

There are only a handful of individuals that have been blessed with an opportunity to work alongside such industry legends as my father, Frank Denison. Yourself and I literally worked side by side for over 10 years in the hay day of BROWARD MARINE, and when, in 1993, this company was honored as having the largest order book in the world for new yacht construction. To arrive at this level, besting LURSSSEN, FEADSHIP, BENETTI and every US Builder for this honor did not come without great sacrifice and hard work that aligns with such a feat. You were onboard for this time frame and shared, as we all did, in making a product that reached around the globe and was known for its innovation, styling and production savvy. I make this point as what you appear to be involving yourself in cannot be undertaken without a very highly specialized skill set that very few individuals have achieved as we did at BROWARD.

Your particular upbringing in all phases of yacht construction, production planning, yacht design and its implementation are all part of the key requirements needed to build, design and then operate a world class marine repair and refit facility. More importantly, for this community, your desire to bring about the necessary implementation of building tradesmen is something that very few American firms understand and rarely put into practice. The idea of a very closely aligned production team that comes about, in large part, by utilizing "old world" apprenticeship programs and skill developments is unique. There are no "colleges" to teach what you and I know and passing this knowledge along would be something that any community would greatly benefit from.

If anyone needs to contact me please feel free to pass along my contact information.

Thanks and good luck.

KD

WESTPORT, LLC

August 21, 2018

RE: Alans scope of work for Westport

To whom it may concern:

I've worked with Alan Hollison at various companies over the course of 20 years. During that time Alan helped design and set up our template (boat assembly schedule) and with that designed our schedule around the template. He also set up our just in purchasing and receiving, set up our change order process including revising our form. Alan worked closely with our group to complete our Made 2 Manage (M2M) and Bill of Materials (BOM) software program. Most recently, he helped us to set up our estimating system for new builds as well as our refit projects. Alan also helped with writing and reviewing all of our specifications as well as contract management and review.

Sincerely,



Daryl Wakefield

President

Westport, L.L.C.

WESTHOFF INTERIORS, INC
RECENT BUILD LIST

PROJECT	SIZE	SHIPYARD
M/Y Cazador	115' Tri-Deck Explorer Yacht Fish	Nordlund Boat
M/Y Carlton	110' Raised Pilothouse	Nordlund Boat
M/Y Chasseur	160' tri-deck	Christensen Yachts
M/Y Private	48M catamaran	Metal Shark
M/Y Lady Bee	43M tri-deck	Dania Cut
M/Y Arcadia	105' RPH	Feadship Classic
M/Y Big Bear	55' Classic	Stephens
M/Y Fifer	105' Classic	Private
Hull 101	Sport Fish	Merritt's Boat & Engine Works
M/Y Safira Refit	130' Motor Yacht	Fernando de Almeida Design
Venture More	106' Sportfish	Nordlund Boat Company
QPS FAST CAT	90' Catamaran	QPS Marine
M/Y Cecelia Mae	126' Motor Yacht	Onsite Yacht Services
PJ 264	210' Motor Yacht	Palmer Johnson
M/Y Pegasus IX	90' Catamaran	QPS Marine
M/Y Rushmore	110' Sportfish	Nordlund Boat Company
M/Y El Tigre	110' Sportfish	Nordlund Boat Company
M/Y Tsumat	164' Motor Yacht	Trinity Yachts
M/Y Carpe Diem	164' Motor Yacht	Trinity Yachts
M/Y Safira	130' Motor Yacht	New Castle Marine
M/Y Areti	198' Motor Yacht	Trinity Yachts
Compass Rose	160' Expedition Yacht	American Custom Yachts
OA 74'	74' Motor Yacht	Ocean Alexander
Impulse 34'	34' Express	Impulse Yachts
Fast Break	80' Motor Yacht	Nordlund Boat Company
Cobalt 303	30' Day Cruiser	Cobalt Boats
Shanakee	78' Motor Yacht	Nordlund Boat Company
Patriot	57' Express Cruiser	Nordlund Boat Company
CY-42	42' Motor Yacht	Cobalt Yachts
Cielo Mare	125' Cockpit Motor Yacht	Townsend Bay Marine
Betty Lyn II	127' Motor Yacht	Crimson Yachts
Spirit of 2010	120' Tri-Deck	Platinum Marine Services
Lady Joy	148' Motor Yacht	Global Ship Systems
Impossible Dream	90' Refit Motor Yacht	Platinum Marine Services
Cobalt 323	32' Day Cruiser	Cobalt Boats
Andiamo	120' Motor Yacht	Ft. Lauderdale Shipyard
Victor E	110' Cruiser	Nordlund Boat Company
Joey	85' RPH	Nordlund Boat Company
El Vato	87' Sport Fish RPH	Nordlund Boat Company
85-02	Pacific Mariner 85'	Pacific Mariner
68-01	68' Lazzara	Lazzara Yachts
110-06	110' Lazzara	Lazzara Yachts
T-029	155' Tri-Deck	Trinity Yachts
T-027	180' Tri-Deck	Trinity Yachts
T-026	150' Tri-Deck	Trinity Yachts
Southern Way III	114' Cruiser	Nordlund Boat Company
Sea Monster	105' Classic Tug Refit	Newport Shipyard
Lia Fail	152' Tri-Deck	Northern Marine
85-01	Pacific Mariner 85'	Pacific Mariner
T-024	142' Tri-Deck	Trinity Yachts
T-023	150' Tri-Deck	Trinity Yachts
T-022	124' RPH	Trinity Yachts
Regency	144' Tri-Deck	Palmer Johnson
Cover Drive	120' Express Bridge	Palmer Johnson

On Board with superyacht owner and businessman John Rosatti

18 OCTOBER 2016 BY CECILE GAUERT

After he sold his last yacht, the 49.37 metre *ChristensenRemember When*, John Rosatti was convinced that he was done with yachting. Forever. Why? "I was working on [his restaurant chain] BurgerFi and working on my car dealerships. Every time I came on the boat, I worked on my computer, had a business meeting and I did not enjoy the boat." The man who once owned a yacht called *Nice N' Easy* works constantly. "People think that I just live on a boat and I have a great life. I do have a great life but in my mind and in my business I work 24/7. I wake at night thinking about my business. Building things is my life."

It's been that way since he was a kid growing up in Brooklyn, New York. His parents worked hard for a living and, at the age of 13, he was pitching in to help. He tinkered with cars and with his grandfather's 7.9 metre fishing boat. By his mid-20s he had his own business, a body shop. And the rest, well, is business history. A father of three grown-up children, he says he'd love to pass the baton to the next generation and his son, Adam, and his daughter, Angela, already work in the car and restaurant businesses.



What keeps him busy these days, aside from eight car dealerships in New York and two fine-dining Italian restaurants called Vic & Angelo's and gastropub The Office in South Florida, is the rapidly expanding fast food franchise BurgerFi. One of the most popular items at The Office is an \$18 burger and fries, so he thought he could do well with a moderately priced and tasty burger. It seems he was right. Started a little over five years ago, the hamburger chain is now worldwide. "Only two per cent of franchises ever make it to 100," he says. "We have 83 open and over 200 sold."

Recent investors include Jamie Wood, son of Ronnie Wood of the Rolling Stones, who snapped up 10 locations for the UK. Other locations outside the US include Mexico and Panama. Italy, birthplace of Rosatti's grandparents, is still on the to-do list. The burger chain is growing as a healthy, fresh and all-natural option in a crowded market of cheap meat sandwiches. "It's made fresh daily. People are being more healthy now," says Rosatti. A fit 72 year old himself, he walks five miles every day. Still, that regimen of work and fitness, his two private jets, fleet of cars and 160mph MTI catamaran did not quite fulfil him. He was without a yacht for a few months, having found a buyer for *Remember When*, who kept the yacht's crew and captain. "At first I was happy," he says, "but then I missed the weekends; I missed being on the boat with the crew and having things to do. I had to get back in."

Just around the time he decided to look for a replacement, Peter Thompson, a broker with [Worth Avenue Yachts](#), came to him with the idea of buying *Lady Lau*. "I had never been on a [Codecasa](#). I had never owned one, never seen one," says Rosatti. And the yacht was bigger than he intended to buy. He was really looking for a 54.85 metre, which would fit in a slip he had at North Cove Marina near his New York apartment. But then he saw the 64.92 metre, full-displacement yacht with five decks, beautiful joinery and a massive dome that he loves, and there was no going back. "[Peter] ruined me," he says jokingly.

Built in 2010 by the Italian shipyard for a businessman from Asia, the boat never left the Mediterranean and was in pristine condition. The decision to buy was quick. "It took me one minute," he says. What took longer were the negotiations: the deal finally went through a few months after he made his offer. Rosatti was then able to enjoy the yacht, renamed *Double Down*, in the Mediterranean. Though he had never met the yacht's former owner in person, Rosatti sent him a letter to say how much he liked the boat. "I wanted to let him know I appreciated what he had built," he says.

Initially, Rosatti had no intention of changing the vessel since she was in excellent condition. Yet today, the upper saloon, part of the owner's deck, where he likes to work and keep up with the news on a massive TV screen, looks quite different to what it did just a few months ago. As a builder, he could not help himself - he had to add his touch. He rented a yard in Fort Pierce, Palm Beach, and hired Taylor Lane Yacht and Ship and Buddy Haak, whom he knew from racing days, to do upgrades and repaint. For the interior, he called upon [Evan K Marshall](#). "There was no art on this yacht, not even a lamp," says Rosatti. Gone is an ornate silk sofa with Chinese motif. "It was a beautiful couch," Rosatti says, just not his taste.

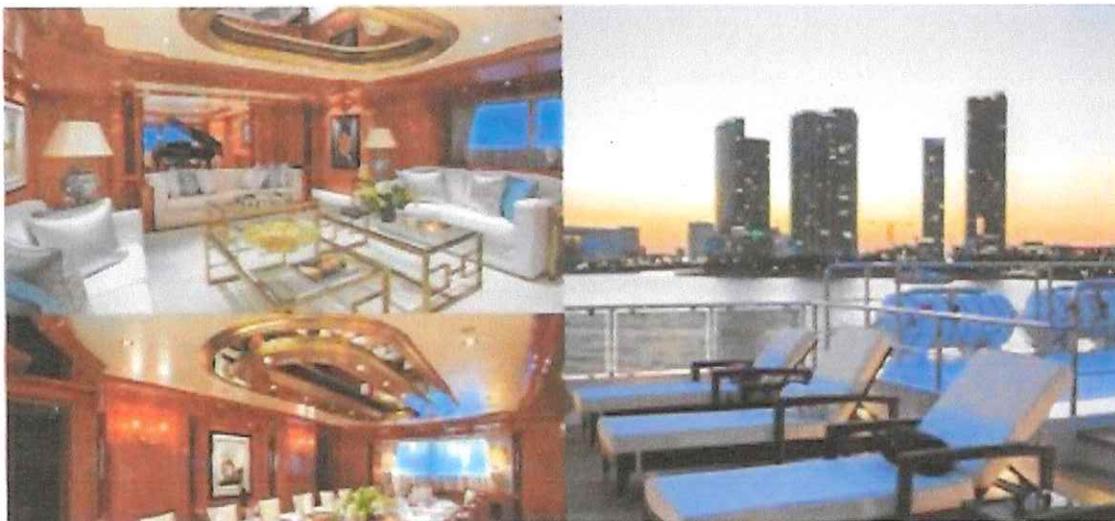
Marshall found frames and statues for niches and new, rich, yet more neutral, fabrics for all soft furnishings: shimmering silvers and blues now play off the high-gloss burr veneer and gold accoutrements. They provide a lovely setting for the Steinway grand piano, at the entrance to the main saloon from the aft deck, on which the rapper Vanilla Ice once played *Lean On Me*. Rosatti captured the moment on his phone, where he also has pictures of himself with former baseball star Mike Piazza.



Much of what has been done is not immediately visible, including details such as replacing wood shelves inside cabinets with ventilated electronic racks. The pièce de résistance, however, is the engine room. "I did my thing to it," says Rosatti, who found the original to be dingy and hated the fluorescent lights and colours.

Now the mechanical space gleams with new lights, fresh white paint and chrome finishes on the floor, the engines and the casing around the generators, among other places. "You can walk through here with your bare feet and go back on my white carpet and not make a stain," says Rosatti. The huge lazarette received similar treatment.

Double Down is his first full-displacement yacht, one of the reasons he went outside the US to buy. The fact that few yards in his homeland have facilities to build 60.96 metre-plus yachts in steel is part of why they're not doing so well, in his opinion. "Two hundred feet is really big to build in composite," he says and, while he is convinced of the strength of the material, he believes Europeans particularly are tempted to go with the more traditional steel. He's always looked at the future and resale value. Although *Double Down* was at recent boat shows in the US, she is not for sale - at least not yet. "I want to put her in charter," he says. Four to five weeks a year would be ideal, and he's already received enquiries for the voluminous yacht with nine cabins. Still, there is likely to be a next boat some day and he's looking into it. I prompt him a little and he gets up from his favourite armchair and walks around the bar to grab a portfolio lying on the counter. He flips it open to a profile rendering of a sleek, modern-looking 72 metre designed by Frank Mulder. "Isn't she beautiful?" he asks.





Superyacht *Double Down* has five decks of splendour

He really likes the craftsmanship on his first Codecasa, but he will be considering various shipyards when he's ready to build. He's said in the past he's never lost money on a yacht. It still holds true today. "I buy them right and I sell them right," he says. "But I don't count the money and time I put into a boat."

There is, of course, the cost of maintaining the yacht and the crew. These are some of the reasons he is [looking to charter *Double Down*](#). He employs 17 crew, including a masseuse and two engineers. He likes to recruit the captain and engineers himself "because I'm nuts with the engineering". Isn't this different for him, I ask, to have such a large yacht and crew? "I can never find them anywhere," he says. "This is such a big boat that you can lose 17 people."

Later, as we tour the yacht, we walk into the crew mess, a huge, well-appointed space, where we find most of the crew assembled, enjoying some down time and freshly baked chocolate brownies. "So this is where you all are," he says laughing. "I saw your new car, sir. Wow!" chimes one.

With yachting and cars still making him happy, Rosatti, thankfully, appears to be here to stay.

Pictures courtesy of Billy Black





