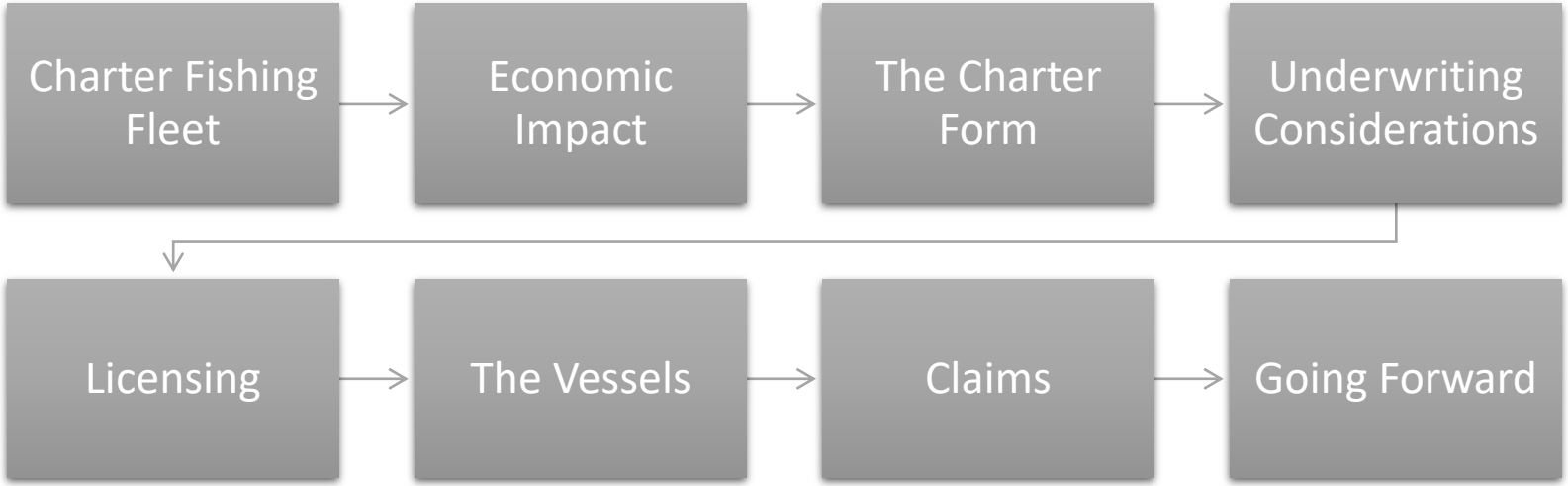
AIMU Presentation

6 Pack Charter Operations

ONE80 INTERMEDIARIES

OVERVIEW


Charter Fishing Fleet
Economic Impact
The Charter Form
Underwriting Considerations
Licensing
The Vessels
Claims
Going Forward

Overview of The Charter Industry

- Inshore/Coastal Fishing
  - Flats – Keys
  - Coastal day charters
  - Rivers and Inland Waters
  - Eco & Nature Tours
  - Sightseeing
- Offshore Fishing
  - Big Game Fishing
- Tournament Fishing
  - Trophy Bass
  - White Marlin Open

The Economic Impact

- Over 3,500 Licensed Charter Operations in the US
- Market Sector Represents 411.9 Billion in Revenue in 2020
- 1.7 % Growth over 2019
- 2021 is expected to far out pace this growth as Charter Operations actually thrived during COVID (though communicable diseases are excluded and compliance with “local authority” is mandatory under the policy language) .

Passengers For Hire

- What is a “Passenger For Hire”?
- What is “Consideration”?
- Inspected Vessels (COI)
- Uninspected Vessels

THE CHARTER FORM

- Agreed Value Basis
- All Risk Basis – Subject to exclusionary language
- Machinery Coverage (Named Perils)
- Coverage for Equipment Stored Ashore
- Salvage & Sue & Labor Under Hull and P&I

THE CHARTER FORM – P&I COVERAGE

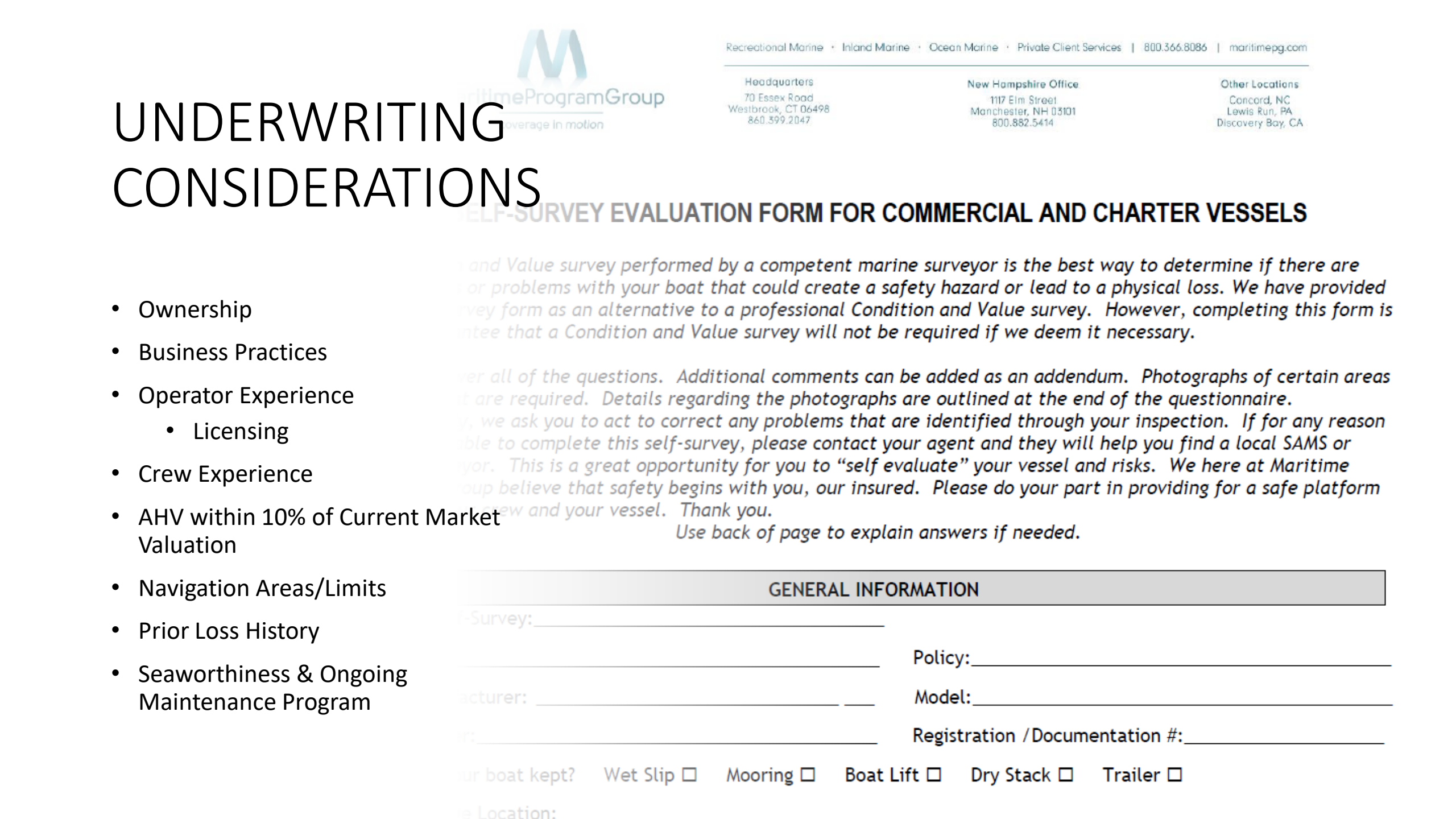
- Captain & Crew Coverage
- BI Coverage for passengers on docks, gangways, floats & piers while transiting to or from the insured vessel.
- Collision coverage
- Wreck Removal
- Optional Damage to Marine Environment to include Fines & Penalties
- Defense Costs outside of the LOL

THE CHARTER FORM OPTIONAL COVERAGE

- Tournament Fee Reimbursement
- Named Storm Precautionary Measures (HHO)
- Transportation Coverage
- Personal Property/Fishing Tackle Coverage
- Emergency Towing & Assistance
- Additional Interests/Loss Payees/Breach of Warranty Coverage

UNDERWRITING CONSIDERATIONS

- Ownership
- Business Practices
- Operator Experience
  - Licensing
- Crew Experience
- AHV within 10% of Current Market Valuation
- Navigation Areas/Limits
- Prior Loss History
- Seaworthiness & Ongoing Maintenance Program



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ELF-SURVEY EVALUATION FORM FOR COMMERCIAL AND CHARTER VESSELS

and Value survey performed by a competent marine surveyor is the best way to determine if there are or problems with your boat that could create a safety hazard or lead to a physical loss. We have provided vey form as an alternative to a professional Condition and Value survey. However, completing this form is ntee that a Condition and Value survey will not be required if we deem it necessary.

er all of the questions. Additional comments can be added as an addendum. Photographs of certain areas t are required. Details regarding the photographs are outlined at the end of the questionnaire. , we ask you to act to correct any problems that are identified through your inspection. If for any reason ble to complete this self-survey, please contact your agent and they will help you find a local SAMS or yor. This is a great opportunity for you to "self evaluate" your vessel and risks. We here at Maritime oup believe that safety begins with you, our insured. Please do your part in providing for a safe platform ew and your vessel. Thank you.

Use back of page to explain answers if needed.

GENERAL INFORMATION

-Survey:_____

_____ Policy:_____

acturer: _____ ___ Model:_____

r:_____ Registration /Documentation #:_____

ur boat kept? Wet Slip ☐ Mooring ☐ Boat Lift ☐ Dry Stack ☐ Trailer ☐

e Location:

UNDERWRITING CONSIDERATIONS (Continued)

- Safety Equipment
- Navigation Equipment
- COI On file and Displayed for Inspected Passenger Vessels
- Marine Surveys
  - NAMS/SAMMS Surveyors
  - Self Surveys
  - PHOTOS-PHOTOS-PHOTOS & MORE PHOTOS

LICENSING

- USCG Cracking Down
- 6 Pack License
- Tonnage Considerations
- Beware of Fraudulent and Forged Documents

LICENSE

U.S. MERCHANT MARINE OFFICER

This is to certify that

[redacted]

having been duly examined and found competent by the undersigned is licensed to serve for the term of five years from the below issue date as:

...ERATOR OF UNINSPECTED PASSENGER VESSELS AS DEFINED IN 46 U.S.C. 2101 (42) UPON NEAR COASTAL WATERS NOT MORE THAN 100 MILES OFFSHORE. CORRECTIVE LENSES REQUIRED WITH A SPARE PAIR CARRIED WHILE SERVING UNDER THE AUTHORITY OF THIS LICENSE.

Given under my hand this 27TH day of July 2004

The Vessels

- Size Range from 18-20 feet through 80+ feet
- Ages 1970’s on up
- Cold molded and FRP hulls
- Wood a no go
- Outboard, I/O/Inboard Gas or Diesel
- Watertight integrity
- Fire Safety

CLAIMS

- Collision
- Allision
- Swamping/Partial Submersion
- Fire
- Mechanical Breakdown
- Theft
- Passenger Injury

EMERGING ISSUES

- Claims Expenses/Settlements
- Natural Disasters
- The Aging of the Fleet

ONE80
INTERMEDIARIES

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For more information visit:
www.One80Intermediaries.com