

**FLORIDA DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION  
PILOTAGE RATE REVIEW COMMITTEE**

<b>FILED</b>	
Department of Business and Professional Regulation Deputy Agency Clerk	
CLERK	Brandon Nichols
Date	<b>4/18/2016</b>
File #	

In re: Application for a Change in Rates of Pilotage, filed by the Florida Caribbean-Cruise Association, and Alternative Application for a Change in Rates of Pilotage for PortMiami, filed by Biscayne Bay Pilots, Inc.

Case No.: PRRC 2014-1

**MOTION AND SUGGESTION TO COMMISSIONER SOLA THAT HE DISQUALIFY HIMSELF FROM PILOTAGE RATE PROCEEDINGS INVOLVING THE FLORIDA CARIBBEAN CRUISE ASSOCIATION AND BISCAYNE BAY PILOTS**

Pursuant to section 120.665, Florida Statutes, and rule 28-106.204, Florida Administrative Code, Biscayne Bay Pilots, Inc. (“BBP” or “Biscayne Bay Pilots”) files this Motion and Suggestion to Commissioner Ernest Sola that he Disqualify Himself from Pilotage Rate Proceedings Involving the Florida-Caribbean Cruise Association (“FCCA”) and Biscayne Bay Pilots. In support of its Motion, BBP states:

1. Commissioner Sola is a “Platinum Member” of FCCA, which has filed an Application for a Change in Rates of Pilotage with the Pilotage Rate Review Committee (“PRRC”). FCCA’s application seeks a 25 percent reduction in the rates of pilotage for cruise ships in PortMiami. The public hearing on FCCA’s application is scheduled for June 1-3, 2016, and will be heard in conjunction with an alternative application filed by BBP for an increase in the rates of pilotage.

2. Commissioner Sola is the Chief Executive Officer of Evermarine LLC. *See Exhibit A*, p. 3 (Questionnaire for Gubernatorial Appointments, completed by Commissioner Sola, dated October 16, 2015). According to Evermarine’s website, the yacht brokerage company is a Platinum Member of FCCA. **Exhibit B** (Evermarine website excerpt). Platinum Membership in the FCCA costs \$25,000 annually and “cultivates close relationships with FCCA Member

Line CEOs, presidents and executives . . . .” See **Exhibit C** (excerpt from FCCA’s website concerning its Platinum Associate Membership Program). “Platinum Members gain direct access to the cruise industry” *Id.*<sup>1</sup>

3. This request to Commissioner Sola is governed by the First District Court of Appeal’s recent opinions in *Biscayne Bay Pilots, Inc. v. Florida Caribbean-Cruise Ass’n*, 160 So. 3d 559 (Fla. 1<sup>st</sup> DCA 2105) (*Biscayne Bay Pilots I*), *Port Everglades Pilots Ass’n v. Florida Caribbean Cruise Ass’n*, 170 So. 3d 952 (Fla. 1<sup>st</sup> DCA 2015), and *Biscayne Bay Pilots, Inc. v. Florida Caribbean Cruise Ass’n*, 177 So. 3d 1043 (Fla. 2015) (*Biscayne Bay Pilots II*). In the latter two cases, the Court granted petitions for a writ of prohibition filed by the Port Everglades Pilots Association (“PEPA”) and by BBP and held that former Commissioners Burke and Miguez should have disqualified themselves from hearing FCCA’s request for rate decreases in Port Everglades and in PortMiami. The Court found the pilot associations had a reasonable fear that they would not obtain a fair and impartial hearing because the Commissioners were employed by members of FCCA, who were “the *de facto* parties that initiated the proceeding and whose rate change application is awaiting the Commissioners’ decision.” *Biscayne Bay Pilots II*, 177 So. 3d at 1045, quoting *Port Everglades Pilots*, 170 So. 3d at 956-57.<sup>2</sup>

4. The Court in these cases, as well as in *Biscayne Bay Pilots I*, also confirmed the test for legal sufficiency of a motion to disqualify an agency head (or member thereof) that is

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<sup>1</sup> Evermarine was founded in 2005 by Commissioner Sola and is one of the largest yacht dealers in Florida, California, the Republic of Panama, and South America. **Exhibit B**.

<sup>2</sup> *Biscayne Bay Pilots I* denied BBP’s petition for writ of prohibition without prejudice because the Order denying the motion for disqualification was entered by the PRRC as opposed to by Commissioners Burke and Miguez themselves. The Court determined that only the individual Commissioners could rule on a motion to disqualify filed pursuant to section 120.665. 160 So. 3d at 564.

filed pursuant to section 120.665, Florida Statutes. As stated by the Court in *Biscayne Bay Pilots I*, the test is:

whether the facts alleged would prompt a reasonably prudent person to fear that they would not obtain a fair and impartial hearing. It is not a question of how the [agency head] actually feels, but what feeling resides in the movant's mind and the basis for such feeling. The [agency head] may not pass on the truth of the allegations of fact, and countervailing evidence is not admissible.

160 So. 3d at 562 n.5, quoting *Charlotte Cnty. v. IMC-Phosphates Co.*, 824 So. 2d 298, 300 (Fla. 5th DCA 2002).

5. The Court in *Port Everglades Pilots* also noted the opinion in *IMC-Phosphates* states that “an impartial decision-maker is a basic component of minimum due process in an administrative proceeding” and that “in any motion to recuse the head of an administrative agency, the practical recognition of the numerous roles played by the agency as well as the agency head (investigator, prosecutor, adjudicator, and political spokesman) must be weighed against a reasonable fear on the part of the movant that it will not receive a fair and impartial hearing.” 170 So. 3d at 955, quoting *IMC-Phosphates*, 824 So. 2d at 300.

6. The Court in *Port Everglades* also cited several other cases emphasizing the importance of a fair proceeding and that “the decisionmaker must not allow one side in the dispute to have a special advantage in influencing the decision.” 170 So. 2d at 956, quoting *Cherry Communications v. Deason*, 652 So. 2d 803, 805 (Fla. 1995). The Court granted PEPA's petition for writ of prohibition, quashed the orders of Commissioners Burke and Miguez denying the motion for disqualification, and remanded with directions that the motion be granted. 170 So. 2d at 957.

7. The Court in *Biscayne Bay Pilots II* relied on both *Biscayne Bay Pilots I* and on *Port Everglades Pilots* to grant BBP's petition for writ of prohibition and quash the orders of

Commissioners Burke and Miguez denying the motion for disqualification. The Court reasoned: “BBP’s motion for disqualification should have been granted because a reasonably prudent person would fear that he or she would not obtain a fair and impartial proceeding before Committee members who are senior executives of the *de facto* parties that initiated the proceeding and whose rate change application is awaiting the Commissioners’ decision.” *Biscayne Bay Pilots II*, 177 So. 3d at 1045, quoting *Port Everglades Pilots*, 170 So. 3d at 956-57. *See Port Everglades Pilots*

8. Section 120.665, the statute under which BBP seeks Commissioner Sola’s disqualification, is part of Chapter 120, Florida Statutes, the Administrative Procedure Act (“APA”). It explicitly recognizes that even when the Code of Ethics does not require a public officer to refrain from participating in a particular proceeding, there are times when an “agency head,” or a member thereof, should nonetheless be disqualified because of “bias, prejudice, or interest.” Section 120.665(1) provides:

Notwithstanding the provisions of s. 112.3143, any individual serving alone or with others as an agency head may be disqualified from serving in an agency proceeding for bias, prejudice, or interest when any party to the agency proceeding shows just cause by a suggestion filed within a reasonable period of time prior to the agency proceeding. If the disqualified individual was appointed, the appointing power may appoint a substitute to serve in the matter from which the individual is disqualified. If the individual is an elected official, the Governor may appoint a substitute to serve in the matter from which the individual is disqualified. However, if a quorum remains after the individual is disqualified, it shall not be necessary to appoint a substitute.

(Emphasis supplied).<sup>3</sup>

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<sup>3</sup> Section 310.151(1)(c), which governs the Committee and its consideration of changes in pilotage rates, references section 112.3143, which is part of the Florida Code of Ethics for public officials. Section 310.151(1)(c) provides: “Committee members shall comply with the disclosure requirements of s. 112.3143(4) if participating in any matter that would result in special private gain or loss as described in that subsection.”

9. “Agency Head” is defined as “the person or collegial body in a department or other government unit statutorily responsible for final agency action.” § 120.52(3), Fla. Stat. The Pilotage Rate Review Committee is responsible for final agency action regarding rates. *See* § 310.151(4)(a), Fla. Stat. (“If the committee concludes that the petitioner has not raised a disputed issue of material fact and does not designate the petition for hearing, that decision shall be considered final agency action for purposes of s. 120.68.”). *See also* § 310.151(7), Fla. Stat. (“The decisions of the committee regarding rates are not appealable to the board.”). Thus, the PRRC is an “Agency Head” subject to section 120.665.

10. As the party seeking disqualification of Commissioner Sola, BBP is required to demonstrate “just cause” why he should disqualify himself. *See Bay Bank & Trust Co. v. Lewis*, 634 So. 2d 672, 678 (Fla. 1st DCA 1994).

11. As recently affirmed by the First District Court of Appeal in the *Biscayne Bay Pilots* and *Port Everglades Pilots* cases and as discussed above, the standard for showing bias or prejudice pursuant to section 120.665 is “whether the facts alleged would prompt a reasonably prudent person to fear that they will not obtain a fair and impartial hearing.” *Charlotte Cnty. v. IMC-Phosphates Co.*, 824 So. 2d 298 (Fla. 5th DCA 2002). The test is not how Commissioner Sola actually feels about whether he can be fair, but how the Biscayne Bay Pilots feel and the factual basis for those feelings. *Id.*

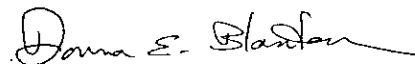
12. As disclosed on Evermarine’s website, the company that Commissioner Sola founded and that he serves as CEO is a Platinum Member of FCCA. Like Commissioners Burke and Miguez, his membership in FCCA means that he is the “de facto applicant” that is seeking the rate decrease in PortMiami.

13. The Biscayne Bay Pilots believe the membership of Commissioner Sola's company in FCCA means that BBP will not receive a fair hearing from him in connection with the June 1-3 consolidated proceedings on FCCA's rate decrease application and BBP's alternative application. Evermarine's membership in FCCA means that Commissioner Sola, like Commissioners Miguez and Burke, is the applicant itself, and it is unreasonable to expect that he would vote against the very organization in which he serves as a Platinum Member.

14. Importantly, BBP does not seek Commissioner Sola's disqualification because he associated with the maritime industry. Section 310.151 contemplates that two members of the PRRC may come from that industry. Rather, it is his Platinum Membership in the Applicant itself, FCCA, which demonstrates bias, prejudice, or interest. *Port Everglades Pilots; Biscayne Bay Pilots II*. No reasonable person would expect Commissioner Sola to vote against FCCA, given his high-level membership in the association and his financial investment in the organization. Thus, BBP has a well-founded fear that it will not receive a fair and impartial hearing on June 1-3.

For the reasons expressed, BBP respectfully requests that Commissioner Sola disqualify himself from participating in the pending rate proceedings involving both FCCA and BBP.

Respectfully submitted,



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COUNSEL FOR BISCAZYNE BAY  
PILOTS, INC.

**CERTIFICATE OF SERVICE**

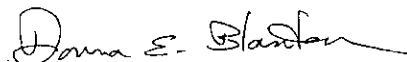
I certify that a true copy of the foregoing was served this 18th day of April, 2016, via electronic mail unless otherwise noted on the following:

Thomas F. Panza, FBN 138551  
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Ft. Lauderdale, Florida 33308  
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Counsel for Petitioner Florida Caribbean-  
Cruise Association  
**Service via electronic mail and U.S. Mail.**

Louis Sola  
EverMarine  
2292 NW 82<sup>nd</sup> Avenue  
Miami, Florida 33122  
Telephone: 305-433-3211  
[sola@evermarine.com](mailto:sola@evermarine.com)

Clark Jennings  
Board of Pilot Commissioners  
1940 North Monroe Street  
Tallahassee, Florida 32399-0783  
[Clark.Jennings@myfloridalegal.com](mailto:Clark.Jennings@myfloridalegal.com)

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Donna E. Blanton

### Questionnaire for Submittal Appointments

<b>Title</b>	Mr.	<b>First Name</b>	Louis
<b>Middle / Maiden</b>	Ernest	<b>Last Name</b>	Sola
<b>Email Address</b>	sola@evermarine.com	<b>Cell Phone</b>	§ 119.071(4)(d) F.S!
<b>Race</b>	Caucasian	<b>Gender</b>	Male
<b>Fax #</b>		<b>Do you have a disability?</b>	No

Specify the preferred mailing address Residential

#### 2- Residence

<b>Address Line 1</b>	§ 119.071(4)(d) F.S!	<b>Address Line 2</b>	§ 119.071(4)(d) F.S!
<b>City</b>		<b>State</b>	
<b>County</b>		<b>Zip / Postal Code</b>	
<b>Phone Number</b>			

#### 3- Business

<b>Address Line 1</b>	2292 NW 82nd Ave	<b>Address Line 2</b>	Apt 2530
<b>City</b>	Miami	<b>State</b>	Florida
<b>Zip / Postal Code</b>	33122	<b>Phone Number</b>	305-433-3211

#### 4- A. List all your places of residence for the last ten (10) years.

Address	City & State	Start Date	End Date
§ 119.071(4)(d) F.S!		2005	Present

B. List all your former and current residences outside of Florida that you have maintained at any time during adulthood.

Address	City & State	Start Date	End Date
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Ft Leonardwood US Army	MO	1986	1986
Parkland College Student	Champaign, IL	1997	1989
Presidio of Monterey US Army Student German Language	Monterey, CA	1989	1990
Ft Huachuca US Army Intelligence School	AZ	1990	1990
Mc Graw Kaserne US Army	Munich, Germany	1990	1992
Presidio of Monterey US Army Student Spanish Language	Monterey, CA	1992	1993
Ft Amador US Army	Republic of Panama	1993	1997
University of Illinois	Champaign, IL	1997	1998
Panama Canal Zone	Republic of Panama	1998	2000
<b>s. 119.071(4)(d) F.S.</b>		2001	Still have property

### A. Personal Information

5- Date of Birth **s. 119.071(4)(d) F.S.** Place of Birth Chicago, IL

6- Driver License Number S40052568008 Issuing State Florida

7- Social Security Number **s. 119.071(5)(a) F.S.**

8- Have you ever used or been known by any other legal name? No

9- A. Are you a United States citizen? Yes

### B. If you are a naturalized citizen, date of naturalization

10- Since what year have you been a continuous resident of Florida? 1993

### C. Voter

Are you a registered Florida voter? Yes

County of registration Miami-Dade Current party affiliation Republican

**Education**

**12- A. High School**      South Newton High School    **Year Graduated**      1986

**B. List all postsecondary educational institutions attended**

<b>Name &amp; Location</b>	<b>Start Date</b>	<b>End Date</b>	<b>Certificates / Degrees Received</b>
Illinois State University	1986	1986	ROTC
Parkland College	1987	1989	A.A. Liberal Arts
Presidio of Monterey	1989	1990	German Language and Culture
University of Maryland	1991	1991	None
Presidio of Monterey	1992	1993	Spanish Language and Culture
Nova University	1995	1996	B.S. Mangement
University of Illinois	1997	1998	M.S. International Finance

**Employment**

**13- Are you or have you ever been a member of the armed forces of the United States?**    Yes

<b>A. Date of service</b>	09/09/1986	<b>B. Branch or component</b>	US Army
<b>C. Date &amp; Type of Discharge</b>	1997 Honorable		

**14- Concerning your current employer and for all of your employment during the last ten years, list your employer's name, business address, type of business, occupation or job title, and period(s) of employment.**

<b>Employer's Name &amp; Address</b>	<b>Type of Business</b>	<b>Occupation / Job Title</b>	<b>Start Date</b>	<b>End Date</b>
Evermarine	LLC	CEO	May 2005	Present

**15- Have you ever been employed by any state, district, or local governmental agency in Florida?**    Yes

<b>Position</b>	<b>Employing Agency</b>	<b>Start Date</b>	<b>End Date</b>
Adjunct Finance Professor	Florida State University	1999	2001

**16- A. State your experiences and interests or elements of your personal history that qualify you for this appointment**

A productive and energetic project manager with over 20 years' experience in the maritime

**C. Have you received any awards or recognitions relating to the subject matter of this appointment? Yes**

Received award for US Counter Narcotics operations in the Caribbean. Also received

**B. Have you received any degree(s), professional certification(s), or designations(s) related to the subject matter of this appointment? Yes**

International Capt Licence, Spanish Language Certification among others.

**D. Identify all association memberships and association offices held by you that relate to this appointment**

American Chamber of Commerce, University of Illinois alumni President for Panama

**17- Do you currently hold an office or position (appointive, civil service, or other) with the federal or any foreign government? No**

**18- Have you previously been appointed to any office that required confirmation by the Florida Senate? No**

Title of Office	Term of Appointment	Confirmation Results
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**19- A. Have you ever been elected or appointed to any public office in this state? No**

Office Title	Date of Election or Appointment	Term of Office	Level of Government (city, county, district, state, federal)
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**B. If your service was on an appointed board(s), committee(s), or council(s)**

**1- How frequently were meetings scheduled**

**2- If you missed any of the regularly scheduled meetings, state the number of meetings you attended, the number you missed, and the reasons(s) for your absence(s)**

Meetings Attended	Meetings Missed	Reason for Absence
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**Violations**

20- Have you ever been arrested, charged, or indicted for violation of any federal, state, county, or municipal law, regulation, or ordinance? (Exclude traffic violations for which a fine or civil penalty of \$150 or less was paid.) No

Date	Place	Nature	Disposition
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21- Has probable cause ever been found that you were in violation of the Code of Ethics for Public Officers and Employees, Part III, Chapter 112, F.S.? No

Date	Nature of Violation	Disposition
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22- Have you ever been suspended from any office by the Governor of the State of Florida? No

Title of Office	Reason for Suspension
Date of Suspension	Result

23- Have you ever been refused a fidelity, surety, performance, or other bond? No

**Certifications**

24- Have you held or do you hold an occupational or professional license or certificate in the State of Florida? No

License / Certificate Title & Number	Original Issue Date	Issuing Authority	Disciplinary Action
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25- Have you ever been a registered lobbyist or have you lobbied at any level of government at any time during the past five (5) years? No

A. Did you receive any compensation other than reimbursement for expenses? No

B. Name of agency or entity you lobbied and the principal(s) you represented

Agency Lobbies	Principal Represented
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**Business Relationships**

26- If required by law or administrative rule, will you file financial disclosure statements? No

27- A. Have you, or businesses of which you have been an owner, officer, or employee, held any contractual or other direct dealings during the last four (4) years with any state or local governmental agency in Florida, including the office or agency to which you have been appointed or are seeking appointment? No

Name of Business	Your Relationship to Business	Business Relationship to Agency
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B. Have members of your immediate family (spouse, child, parents(s), siblings(s)), or businesses of which members of your immediate family have been owners, officers, or employees, held any contractual or other direct dealings during the last four (4) years with any state or local governmental agency in Florida, including the office or agency to which you have been appointed or are seeking appointment? No

Name of Business	Family Member's Relationship to You	Family Member's Relationship to Business	Business Relationship to Agency
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**Recent Business Affiliations**

28- List three persons who have known you well within the past five (5) years. Include a current, complete address and telephone number. Exclude your relatives and members of the Florida Senate.

Name	Mailing Address	Zip Code	Phone Number
John Scialdone	2505 14th Street, Gulfport, MS	39501	2288229340
Tom Saywer	1300 25th Avenue, Suite 120	39501	2288641550
Tony Umer	15351 SW 29 St, Miramar	33198	9547443544

29- Name any business, professional, occupational, civic, or fraternal organizations(s) of which you are now a member, or of which you have been a member during the past five (5) years, the organization address(es), and date(s) of your membership(s)

Name	Mailing Address	Office(s) Held & Term	Date of Membership
University of Illinois Alumni	601 S Lincoln Ave, Urbana, IL 61801	President for Panama	1998
US Chamber of Commerce	1615 H Street, NW Washington, DC 20062-2000	Member	2005

Benevolent and Protective Order of Elks	118 Western Ave. St Johnsbury, VT 05819	Member	1997
Florida Department of Veterans Affairs	The Capitol, Suite 2105 400 South Monroe St. Tallahassee, FL 32399-0001	Member	1993

30- Do you know of any reason why you will not be able to attend fully to the duties of the office or position to which you have been or will be appointed? No

31- Are you now, or in the past three years have you been, a member of any club or organization that, to your knowledge, in practice or policy, restricts membership or restricted membership during the time that you belonged on the basis of race, religion, national origin, or gender? If so, detail the name and nature of the club(s) or organization(s), relevant policies and practices, and state whether you intend to continue as a member if you appointed by the Governor? No

#### Boards of Interest

Functional Category	Board Name	Seats	Seat Qualification	Reappointment
Economic Development	Board of Directors, Enterprise Florida, Inc.	3	Six members from the private sector appointed by the Governor.	No
Transportation	Tampa Port Authority	1	Representative of Seat Two appointed by the Governor.	No
All	Board of Pilot Commissioners	1	Two members shall be actively involved in a professional or business capacity in the maritime industry, marine shipping industry or commercial passenger cruise industry.	No

10/16/2015

Questionnaire Preview

Economic Development	Florida Small Business Development Center Network Statewide Advisory Board	2	Member from the private sector	No
All	Florida Film and Entertainment Advisory Council	2	The Governor appoints seven members.	No

**Please upload your resume / CV**

**Certificate & Memorandum**

**Yes** I understand that any appointment tendered to me will be contingent upon the results of a background investigation, and I am aware that withholding information or making false statements on this application may be the basis for non-appointment by the Executive Office of the Governor. I agree to these conditions, and under the penalties of perjury I declare that I have read the foregoing application and that the facts stated in it are true, correct, and complete to the best of my knowledge and belief.

**Yes** As a general matter, applications for all positions within state Government are public records, which may be viewed by anyone upon request. However, there are some exemptions from the public records law for identifying information relating to past and present law enforcement officers and their families, victims of certain crimes, etc. If you believe an exemption from the public records law applies to portions of your application, please check this box.

Sola , Louis

Signature

If you need additional guidance as to the applicability of any public records law exemption to your situation, please contact the Office of the Attorney General.

Office of the Attorney General

PL-01, The Capitol

Tallahassee, Florida 32399

(850) 245-0158





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# Why Evermarine?

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## Why Evermarine?

### Why Evermarine Brokerage?

Finding the boat of your dreams has plenty of moving parts before you can enjoy your time on the water with family and friends. One wrong turn or misstep and the journey can become an odyssey. It is important that when selling your yacht or buying a pre owned vacht, a professional broker is on your side.

Not all brokers are created equal! Louis Sola and Evermarine have their roots in the community and have helped over 100 happy clients find and enjoy the boat of their dreams. The stress and dilligence is what we do to ensure the buyer doesn't not have too.



By law, most states in the USA have set commissions, 10% of the sales price of the vessel. This is most always split between the Sellers Agent and the Buyers Agent who have quite distinctive responsibilities.

## Sellers Agent Responsibilities

- ✓ Obtain highest price for the seller
- ✓ Facilitate a contract and down payment
- ✓ List and market the vessel
- ✓ Provide information on the vessel to
- ✓ Allow showing of yacht
- ✓ Provide sea trial
- ✓ Collect payment

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New Yachts

Yacht Listings

About Evermarine

News

Services

Locations/Contact



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## Buyer Agent Responsibilities

- ✓ Obtain the lowest price for the buyer
- ✓ Ensure vessel is in good condition
- ✓ Facilitate proper contact and down payment
- ✓ Ensure proper documentation and closing
- ✓ Title search for lawsuits, liens, or other obstacles
- ✓ Provide for proper inspection and survey of vessel
- ✓ Background on yacht from manufactures
- ✓ Run background on engine serial numbers
- ✓ Provide registration options
- ✓ Provide shipping options
- ✓ Allow for proper parts and service
- ✓ Recommend captain

In short, it is counterproductive to only have use one agent in any transaction regardless of what they say the savings are. There are no savings, they merely keep the entire commission for themselves and ensure the quickest transaction possible. Louis Sola and Evermarine have been here and have an excellent reputation and experience, why take a risk dealing with brokers in other countries when you could have Evermarine on your side.

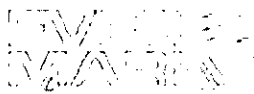


OKAY, I'M SOLD. LET'S TALK.

EVER MARIN...

Evermarine T...

Evermarine e...



Evermarine was founded in 2005 by Louis Sola and is one of the largest yacht dealers in Florida, California and the Republic of Panama - as well as Central America. Evermarine

INFORMATION

Boat Shows & Events

Evermarine Panama Yacht Charter Services

Buying A Pre-Owned Yacht

Family Yachting

BRANDS

Azimut Yachts

Benetti Yachts

Hatteras Yachts

Boston Whaler Boats

CONTACT EVERMARINE

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Beverly Hills, CA:

+310-492-5144

Panama: +507-314-

1000

Email:

info@evermarine.com

Web: Evermarine.com

has sold over 100 yachts in the last 5 years and remains one of the top worldwide marine dealerships for Azimut Yachts, Benetti Mega Yachts, Hatteras Yachts and Boston Whaler Boats.

### Safety Guide

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Louis Sola : Getting the Right Yacht Insurance



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Selling Your Pre-Owned Yacht

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### UPCOMING EVENTS

There are no upcoming events at this time.

 iOS Evermarine App  
 Android Evermarine App



**FLORIDA-  
CARIBBEAN  
CRUISE  
ASSOCIATION**



- ▶ About The FCCA
- ▶ Member Cruise Lines
- ▶ Staff Profiles
- ▶ Events & Happenings
- ▶ Associate Membership
- ▶ Publications
- ▶ Training & Outreach Program
- ▶ Research & Statistics
- ▶ Charitable Foundation
- ▶ Cruise Industry Partners
- ▶ Press & Media
- ▶ Advertising
- ▶ Cruise Industry Links
- ▶ FCCA Exclusive Offers

### **FCCA Associate Membership Program**

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Reaffirming the mandate of the Florida-Caribbean Cruise Association's Member Lines to increase the proactive collaboration between the cruise industry and cruise tourism partners, organizations are invited to join the FCCA's Associate Membership Program, which offers two membership categories:

#### **ASSOCIATE MEMBERSHIP PROGRAM BENEFITS INCLUDE (\$500 yearly):**

The FCCA Associate Membership Program is designed as a partnership to help promote a business to the cruise industry at a great value. For only \$500 per year (about \$42 a month), it includes the following benefits:

- Exclusive Associate Member reception at the FCCA Conference and Trade Show
- Exclusive VIP tour during the FCCA Conference and Trade Show
- Upgraded FCCA membership badge at the FCCA Cruise Conference & Trade Show
- Savings on registration fees for the annual FCCA Cruise Conference & Trade Show
- \$500 discount on advertising for first year of membership
- Discount on Tour Guide Excellence training and exclusivity on ACE Tour Operator Designation from Aquila's Center for Cruise Excellence
- Discount on insurance program for tour operators through AON Risk Services
- Discount on the FCCA Emergency Card Program through Trinity Air Ambulance
- Access to up-to-date research and statistical studies (customized to your destination if requested)
- Promotional updates on the cruise industry (current e-mail required)
- Listing/profile in the FCCA Membership Directory
- Listing in the Conference issue of FCCA's Cruising Magazine
- Associate Member FCCA pin
- Membership certificate
- Use of Associate Member FCCA logo on printed materials and cruise line proposals



#### **PLATINUM ASSOCIATE MEMBERSHIP PROGRAM (\$25,000 yearly)**

Platinum Membership cultivates close relationships with FCCA Member Line CEOs, presidents and executives that decide what products are sold onboard and where ships call. For the price of some publications' advertising, Platinum Members gain direct access to the cruise industry. In addition to the benefits above, Platinum Membership includes:

- One complimentary cabin for the annual FCCA PAMAC Cruise Summit
- One complimentary cabin for inaugural cruise events
- One complimentary hotel room for the annual PAMAC Conference
- One complimentary registration for the FCCA Gala
- One complimentary registration for the FCCA Conference and Trade Show
- Exclusive one-on-one meetings during the FCCA Conference and Trade Show
- Exclusive receptions during the FCCA Conference and Trade Show
- Private lunch meeting at the FCCA Conference and Trade Show
- Preferred VIP seating at the FCCA Conference Opening
- Exclusive VIP receptions at the FCCA booth during Cruise Shipping Miami
- Exclusive VIP events during Cruise Shipping Miami
- Access to FCCA Operations Committee meetings
- Chance to speak/present at FCCA panels and workshops
- Assistance setting meetings
- Company profile and updates in the FCCA's Cruising Magazine
- Platinum listing in the FCCA Membership Directory



- Advertising and marketing discounts
- Membership in the FCCA Urgent Care Program through Trinity Air Ambulance
- Seat on FCCA's Platinum Associate Membership Advisory Council (PAMAC)
- Platinum Membership plaque/clock

*As cruise tourism positively impacts your business, Associate Membership is important for you to enhance and actualize that impact. There is no better time than now to partake in a partnership between your organization and the cruise industry.*



*Click below to access online membership application form.*

## Membership Application Form

*Applications for membership or renewal of membership shall be submitted to the FCCA. In the case of any applicant whose character, reputation or conduct might make him an undesirable member, the FCCA shall refer the application to the Executive Committee for review; in all other cases, the FCCA shall have the authority to grant membership or cancel membership at anytime. In the case a members membership is cancelled, the dues will pro-rated back on a monthly bases. The FCCA has the right to refuse or cancel any membership without cause or reason.*