

CURRENTS – OWNERMATCH – AUGUST

OWNERMATCH: MAKING BOAT OWNERSHIP MORE AFFORDABLE

Boat ownership is expensive—especially for those with larger yachts. One way to make that otherwise-unaffordable dream yacht a reality is to share the cost with a partner, or partners. Of course, not everyone wants to share their pride and joy with someone else, but for those who don't fully utilize their yachts and want to cut the cost of ownership by half or more, there are several options.

Recently we've seen fractional ownership offered as one solution. With Fractional ownership, the company sells "fractional" shares in specific new boats. However a West Vancouver-based company, Ownermatch International, is taking the concept a bit further by offering to help both current boat owners and potential owners find that perfect "match."

Wayne Wilkins, founder and President of Ownermatch explains: "Our company provides present owners an opportunity to find the perfect co-owner to share the costs and enjoyment of their private yacht. For new buyers, we assist in all aspects of both the search for the right partner or partners and the search for the perfect yacht."

But of course, finding the "right" partner(s) is the hard part of any successful relationship. Wilkins hopes to create a marketplace/database of people that are interested in partnering and who have the same criteria, such as home port, style, size, budget, and usage requirements. That way, he says, "they can enjoy the comfort and privacy of their own private yacht at whatever fraction of ownership works for them. It might be 50 percent ownership, 33 1/3 percent or maybe 25%." Wilkins is also offering co-ownership of larger skippered yachts for corporate uses such as entertaining, a second office or incentives for clients and employees—all tax deductible.

Ownermatch International provides all legal documents and ongoing vessel management services if required.

Ownermatch International also finds partners for resort home owners and potential buyers in B.C, the USA and Mexico. For more information, contact Wayne Wilkins at 604-307-1947, or visit www.ownermatchyachts.com .



*Want to own a luxury yacht but don't want to go it alone?
Ownermatch International may be able to help.*