



boatsetter

THE #1 BOAT RENTAL COMMUNITY

Recreational Charter Compliance *How to Do it Right (or not)*



- 
- A man in blue patterned swim trunks is grilling food on a boat deck. He is seasoning the food with a small container. On the grill are three steaks, a salmon fillet with a lemon slice, and asparagus. In the background, a woman in a red swimsuit is sitting at a table, smiling and holding a drink. The boat's interior and the ocean are visible.
1. Boating Startup Landscape
 2. Marketplace Overview
 3. Existing Protocols and Safeguards





















Agenda



Boating Startups

Startups in the Boating Industry

- [Recent List](#) of Boating Startups from Angel.co
- Nearly 200 Companies on this one list
- Rapid expansion over last 5 years
- 1/3 are charter focused
- 30 companies added in last 12 months

	Incredibleblue Boat trips, made simple. London • Boating Industry	Mar '13	94		
	Sailo Online platform for boat rentals New York City • Leisure	Apr '15	50		VIEW JOBS
	fishfishme Find and book fishing charters around ... Málaga • Adventure Travel	Aug '12	92		
	Yachtico World's #1 Yacht Charter Experience Berlin • Online Reservations	May '12	135		VIEW JOBS
	Pure Watercraft High performance electric boats Seattle • Electric Vehicles	Feb '12	177		
	Dockwa (The Wanderlust Group) Slip and mooring reservations made ... Newport • Online Reservations	Jan '15	72		
	YachtLife Airbnb for luxury yachts Fort Lauderdale • Boating Industry	Jun '16	14		
	Antios Experience authentic yacht holidays ... Italy • Boating Industry	Jul '14	85		
	Board a Boat Boat Trip Marketplace London • Boating Industry	Sep '13	51		
	Boatsetter Peer-to-peer boating Miami • Boating Industry	May '13	43		

Types of Online Charter Companies

Marketplace w/ Insurance

- Has the ability to provide commercial insurance to all users.
- Traditional Time and Bareboat Charters
- Verification and Onboarding Process
- [Boatsetter](#)

Marketplace w/o Insurance

- Does not offer all users insurance in the US
- No official onboarding process
- Traditional Time and Bareboat Charters
- [Getmyboat](#)
- [Clickandboat](#)
- [Sailo](#)

On Demand

- These companies have taken the Uber approach
- Utilize a “ride” style of charter instead of traditional time and bareboat
- [Ubra](#)
- [Hoba](#)
- [Prop](#)
- [Boatwithme](#)

Boats as Hotels

- Boats are offered only as accommodation
- There is no operational use of the vessel
- [Sleepafloat](#)
- [Bedsonboard](#)

Daily Deals

- Purely promotional services for charter companies
- Very wide range of charter types
- [Ezwaves](#)
- [Tripshock](#)
- [Groupon](#)

Online Management

- Provides management software
- Online payment capabilities
- [Peekpro](#)
- [Fareharbor](#)
- [Charter Genius](#)



Marketplace Overview

Industry Overview



of Boats

20,000+

2017 Visitors

2.5M

of Booking Requests

150,000+

Core Functions

- Marketing
- Insured through BoatUS
- Payments
- Booking Management Tools

Who are our users

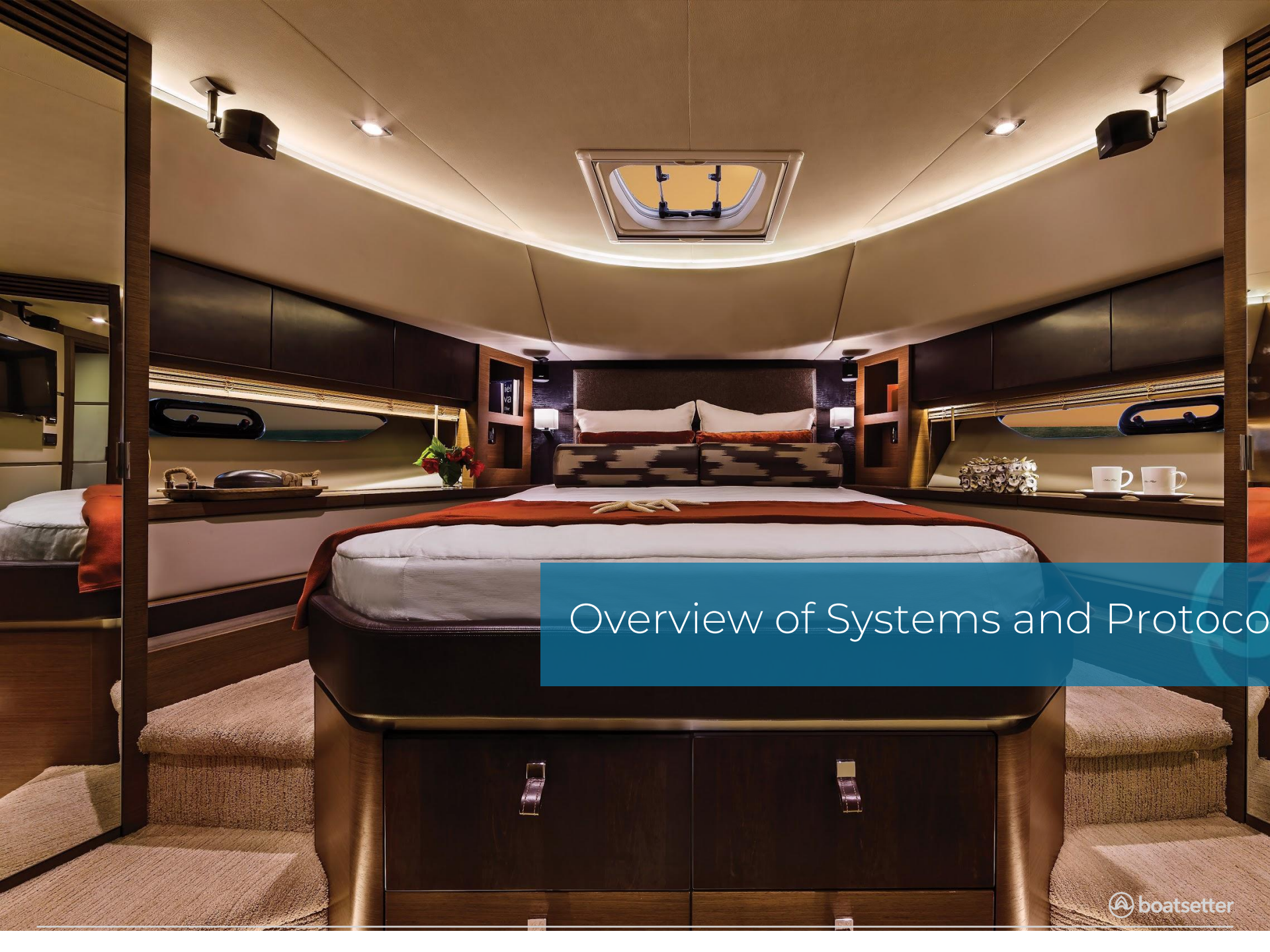
- Renters
- Captains
- Owners

How is the product designed and made?

- Identify the issue
- Review NVIC 7-94 and other relevant regulations
- Outline the logic for the new feature
- Review with Maritime Advisors
- Build feature and review with Advisors before launched on the site

Boatsetter is NOT...

- Ride Sharing Service (Uber for boats)
- Party Boat Platform
- Uninsured commercial vessels
- Unlicensed Captains



Overview of Systems and Protocols

Signup and Booking Process



Where do you want to boat?



Chris

Help

List your boat

Boating Rules and Regulations

[Link to Page](#)

United States Boating Rules

Alabama

Alabama State Boating Laws
Alabama Boater Safety Course

Alaska

Alaska State Boating Laws
Alaska Boater Safety Course

Arizona

Arizona State Boating Laws
Arizona Boater Safety Course

Arkansas

Arkansas State Boating Laws
Arkansas Boater Safety Course

Louisiana

Louisiana State Boating Laws
Louisiana Boater Safety Course

Maine

Maine State Boating Laws
Maine Boater Safety Handbook

Maryland

Maryland State Boating Laws
Maryland Boater Safety Course

Massachusetts

Massachusetts State Boating Laws
Massachusetts Boater Safety Handbook

Ohio

Ohio State Boating Laws
Ohio Boater Safety Course

Oklahoma

Oklahoma State Boating Laws
Oklahoma Boater Safety Course

Oregon

Oregon State Boating Laws
Oregon Boater Safety Course

Pennsylvania

Pennsylvania State Boating Laws
Pennsylvania Boater Safety Course

Renter Flow ([Video](#))

Documentation



Rental Inspection Guide

1

Pre-Rental Inspection: The owner and renter must complete a pre-inspection of the vessel (and trailer, if applicable) prior to the start of the rental. This inspection requires: identification verification, documentation of any existing damages, and a signed agreement dictating length of rental period and fuel policy.

2

Post-Rental Inspection: The owner and renter must complete a post-inspection following the rental period. During this inspection, both parties should identify any items missing from the boat, damages that occurred during the rental, and document the amount of fuel used. All incidents should be reported, however minor. This includes, but is not limited to: collisions, injuries, and damage to third party property.

3

Any missing items or damages need to be reported within 48 hours of the rental concluding to BoatUS by calling **1-855-408-BOAT**. Please send an email to support@boatbound.co in order for the renter's security deposit to be held.

For a full list of rental terms, please refer to your **Rental Agreement**.



Emergency Contacts

Emergency/ Life Threatening

Call 911/ Local Marine Patrol
Coastguard VHF Channel 16
BoatUS Towing: (800) 391-4869
(Membership # 49000251)

Non-Emergency/ Water Support

Owner's Number:
() - - - - -
VHF Channel 16: Hail "TowBoatUS"
or "Vessel Assist"
Boatsetter Support: (305) 600-5435

[Link to Charter Party Agreement](#)

[Link to Onboard Document](#)



Pre-Rental Inspection Sheet

Assessment of Renter Competence and Vessel Condition

Before handing over control of the vessel, you must complete a full walk through with the named renter. Record any existing damage or missing items.

Equipment	Checked	Comment(s) including condition and location
Life Jackets		
Fire Extinguishers and Flares		
Furnishings, Seat Covers, etc.		
Lines, Masts, Sails, Anchors		
Charts, Navigation, and Radio Equipment		
Other Electronic Equipment		
Hull Condition		
Engine and Propellers		
Other Comments		

Acknowledgment

The owner (or designated agent) and renter acknowledge the condition of the vessel as detailed on the Pre-Rental Inspection Sheet. The owner has fully briefed the renter including but not limited to the insurance coverage, navigational limits, and applicable laws. The Renter fully understands their obligations and responsibilities and confirms that they are fully competent and have the experience required for safe operation of the vessel.

Renter Name: _____

Renter Signature: _____

Owner/ Agent
Name: _____

Owner/ Agent
Signature: _____

Boat Name
/Description: _____

Pre-Inspection
Date/Time: _____

Fuel Level:

Engine Hours:



Onboarding Process

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DashboardBoatsBookingsUsersNotificationsMonth EndInsuranceCitiesMisc.BoatUSAnalyticsLegacyLegal

ADMIN /

Boats

Filters

ID

Equals

PUBLIC

Contains

LUXURY RETREAT ID

AllIncompleteUnderwritingDeniedActivationActiveOwner DeactivatedAdmin DeactivatedInternational

ID	State	Owner	Primary Manager	Company	Active	Make And Model	Insured Value	Type	City	State	BoatUS	Created At	Appr
30883	APPROVED		Franck Robins	Watersports Paradise	YES	Glastron Boats GT200	11,760	power	Miami Beach	FL		10/12/18	10/12/18
30879	APPROVED		Dan Mueller	/admin/companies/2509	YES	Hurricane Boats FD 194	4,310	power	Fort Lauderdale	FL	10/11/18 BBR1005255	10/11/18	10/12/18

boatsetter

DashboardBoatsBookingsUsersNotificationsMonth EndInsuranceCitiesMisc.BoatUSAnalyticsLegacyLegal

Chris FoxLogout

Boatmaster

Navigator

My Dock

Opsmaster

Boatmaster

- On Boarding No Contact
- On Boarding 2nd Contact
- On Boarding 3rd Contact
- Bad Owners No Contact
- Bad Owners 2nd Contact
- Missing Packages
- Missing Packages 2nd Contact
- First Booking No Contact
- First Booking 2nd Contact
- 0 To 25 Percent Complete No Contact
- 0 To 25 Percent Complete 2nd Contact
- 26 To 74 Percent Complete No Contact
- 26 To 74 Percent Complete 2nd Contact
- 75 To 100 Percent Complete No Contact
- 75 To 100 Percent Complete 2nd Contact

On-boarding - No Contact (1)

These boats have been approved by insurance but have never been contacted. We need to onboard them in order to activate them in search.

Boat ID	Owner/Manager	Phone	Email	Boat Location	Boat Category	Year Manufactured	Completed At	Created At	Onboard	Follow Up	Claim
dkljmxs	Virginie Lecuyer	+590690663395	info@funseeker.com	Marigot,	catamaran	2017	2018-10-12 16:41:09	2018-10-12 16:29:34			Claim

DOWNLOAD CSV - VISIBLE RECORDS

DOWNLOAD CSV - FIRST 250 RECORDS

1

Video

Captain Signup



- Landing Page ([Video](#))
- Profile Completeness ([Video](#))
- Backend Logic ([Video](#))

Ahoy Captain!

Fill out the form to register as a Captain

USCG Reference Number

Ex. "3214563"

Name or Address of Location

Enter an address

Enter the location above and we'll use Google Maps to auto-fill the address details for you.
Double check the information below for accuracy.

[Can't find address?](#)



Phone number verified!

Join now

Captains + Booking

- Partner ([Bareboat](#) & [Time](#))
- Non-Partner ([Bareboat](#) and [Time](#))

The screenshot displays the Boatsetter booking interface. A modal titled "Please Select a Captain" is open, showing three captain profiles: Chris F. (Captain since 2005, 5 stars), Mike G. (Captain since 2001, 5 stars), and Bob S. (Captain since 1994, 5 stars). Each profile has a "Select Captain" button. Below the profiles is a section titled "Add A Captain" with input fields for "Captain's Name" and "Captain's Email", and a "Send Request" button. The background shows a booking page for a yacht in Miami, with a price of \$1,200 per full day. The page includes sections for Highlights, Activities, The Boat, Features, and Boat Rules.

Highlights: With Captain, 1-10 People

Cruise Miami in Style and Luxury aboard our beautiful Sea Ray Sports Yacht.

From \$1,200 Per Full Day

With Captain [Bareboat](#)

Trip Start Trip Finish

Activities

The Boat

Features

Boat Rules: Maximum allowed: 10 persons

Please Select a Captain

Chris F.
Captain since 2005
★★★★★
[Select Captain](#)

Mike G.
Captain since 2001
★★★★★
[Select Captain](#)

Bob S.
Captain since 1994
★★★★★
[Select Captain](#)

Add A Captain

Captain's Name Captain's Email [Send Request](#)

[Add or choose another Captain](#)



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