



HELMSMEN CLUB  
2023/24 MEMBERSHIPS



"The only impossible journey is the one you never begin."

TONI ROBBINS







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The HELMSMEN Boat Club presents a fresh perspective on sailing: Pure Freedom, Hassle and worry free!  
With HELMSMEN memberships life on the ocean is as fantastic as one can dream.

For people who enjoy being on the water owning a boat is a real dream since you can share this special experience with family and friends. However, in reality the need to deal with cleaning, refuelling, and maintenance, technical problems, high expenses and other responsibilities minimise the experience and sense of freedom.

With HBC exclusive memberships you have the opportunity to make your dream a reality, without the hassles of ownership or the restrictions of charter.

Join a movement that is revolutionizing how people enjoy the water and, essentially, life. From indulgence to expedition, from social gatherings to peaceful isolation, and for all those happy moments in between.

INTRO





## ABOUT US

Owning a boat in Ibiza can be quite challenging for anyone: mooring spots are limited and at least double the price than anywhere else, and the cost and time requirements that come with owning a boat can take away the actual fun and pleasure of being out on the sea.

Growing up, my father always owned sail and motorboats and we would spend all of our summers over the past 25 years sailing all over Europe. I have always loved sailing and with the years, it became a great passion of mine and my main occupation in life.

I am a second generation and a qualified sail and power boat instructor and a lifelong skipper, and I'm driven by the desire to share my love of sailing with people who also crave the adventure and freedom you get when being out on a boat.

In 2020 I decided to pursue my dream and opened a sailing and motorboat school along with a prestige charter company and boat club here on this beautiful island of Ibiza, which my family and I now call home. Having worked with many clients from our nautical school and boat owners who have their boats outside of Ibiza, I noticed a gap where they can live their dreams and own a boat in Ibiza.

The HELMSMEN Club enables its members to get the full value and joy from owning a boat, without the hassle that comes with the maintenance of the boat.

I believe that our core values of integrity, client satisfactory, innovation and experience differentiate us from our competitors. We pride ourselves in having excellent boats, a unique combined offering with boat licenses and further education courses, a beautiful office in the Marina in Santa Eulalia, and a wealth of sailing and boating knowledge.

We are a family and friends run business that strives to build a community that you can call your second home in the Marina Santa Eulalia.





An aerial photograph of a modern yacht with a white hull and teak deck, moving through clear turquoise water. The yacht is positioned in the lower-left quadrant of the frame, leaving a dark wake behind it. The water's surface is textured with small ripples, and the overall color palette is dominated by various shades of teal and blue.

# SUSTAINABILITY

Being a yachtsman is a unique and incredible way to enjoy the beauty and benefits of the marine environment. Mariners often wonder how to better respect the nature they love and admire so much. Even if pleasure boating is rarely blamed for global warming and maritime pollution, the question of a more Eco-responsible boating is more and more discussed.

Today, individuals are working harder than ever to prioritise sustainability when making decisions about their lives. At the same time as providing top class shared boat ownership we care deeply about the natural world, the glorious seas and oceans that our clients enjoy exploring so much

Our boats each have an average of six owners, so each owner is responsible for just a sixth of the materials and energy required to build a brand new yacht.

If every co-owner bought their own yacht, the picture would be very different. As it is, just a sixth of the berthing space is needed, which means less coastal marina development, which is in turn great for the oceans.



Members frequently tell us they use their boat more than they would if they had sole ownership on a boat. Boat owners normally use their boats only 14% of the time but with our online booking system, it means they plan their time on the boat in advance and they organise other activities around it. The beauty of this arrangement is that the boat is always ready to go! Hassle free! You are not only saving money on maintenance, moorings and other related expenses, you are taking more advantage of your investment.

## SMART BOATING





# EXPENSES TABLE

## Ownership vs Membership

Membership Boats / Annual Expenses	8M CLUB BCS78	11M CLUB Scanner	YACHT CLUB Dufour 390	SOLARIS VIP
Boat Annual Depreciation	€13,750	€35,000	€34,800	€107,000
Mooring	€10,500	€18,500	€18,500	€30,500
Maintenance	€4,000	€8,000	€4,000	€10,000
Insurance	€1,500	€3,500	€3,500	€5,500
Cleaning	€1,500	€3,000	€4,000	€5,000
<b>Total Owner Expenses</b>	<b>€31,230</b>	<b>€68,000</b>	<b>€48,150</b>	<b>€158,050</b>
Boat Purchase Price	€100-150K	€280-500K	€270-350K	€650K-1M
<b>Average Membership Price</b>	<b>€7,600</b>	<b>€16,500</b>	<b>€15,000</b>	<b>Upon Request</b>





**A BOATING MEMBERSHIP**  
*You can have it all!*

The HELMSMEN Boat Club membership is the ideal way to build your skill levels, explore many boating adventures and realise the dream of sailing your own boat. In fact, your dream of sailing whichever boat you desire. We pride ourselves on the excellent availability of our boats, even during the busiest months, which ensures a great membership experience for everyone.



# MEMBERSHIP BENEFITS

HASSLE-FREE BOATING

One of life's greatest joys is boating. However having a boat involves number of challenges. Your membership transfers to the boat Club all expenses associated with running, maintaining, and docking the boat. HBC wants to provide you with as many benefits of ownership as possible without the less exciting costs and hassle. Even the boat is being refueled for you!

YEAR-ROUND FREEDOM

HBC offers unlimited total reservations with any membership. In addition, our boats are available 365 days a year giving you continuous opportunities to enjoy being out on the water the freedom boating gives you.

ENDLESS POSSIBILITIES

Your HBC Membership is yours to use however you see fit, whether that be for sunset or sunrise cruises, water sports, all-day sunbathing while losing yourself in a book, romantic date afternoons with onboard lunches, or even teaching the kids to swim!

ALWAYS NEW AND FRESH

We change our boats every Four years, so you can continuously enjoy a brand new boat from our award-winning fleet. Within our memberships, we currently offer the BSC 78 Ebony, Dofour 390 Grand Large, Scanner Marine Envy 1100 and Solaris Power 44 Open.







# MEMBERSHIPS

Our Membership packages are designed to give you flexibility in deciding what you prioritise and value most.



An aerial photograph of a motorboat on clear, turquoise water. The boat is white with a dark hull and has a tan-colored deck with seating areas. The text 'BOOKING TYPES' is written in a large, bold, black font, arched over the top of a large, light-brown circular graphic that overlaps the boat and the water.

# BOOKING TYPES

The HBC boats are in the water all year round so that you can enjoy your membership 365 days a year. Our booking system allows you to secure days in advance, in addition to last minute reservations. With this system, you can have unlimited days to use your membership

## OWNER BOOKINGS

These are your guaranteed rolling reservation that can be booked up to 3 months in advance . A rolling booking means that to book another owner booking you must use the previous one. The number of rolling booking that you can use at the same time depends on your HBC Membership. Owner booking starts at 10.00 and ends in the end of the boating session according the period of the year as described in the term and condition. HBC Members have access to Owner days, with a guaranteed minimum of 1-4 days days per month depending on the membership plan.

## SPONTANEOUS BOOKINGS

A spontaneous booking can happen at any moment. As a member, you can choose to be notified when boats return to port and are checked out by the previous member. The first person who blocks the resuming time for that day wins and can stay out until hours limit. The number of 'Spontaneous' bookings you can make throughout the year is unlimited. Spontaneous booking can be at any given moment. As a member, you can opt for notifications when boats come back to port and are checked out by the previous member. The first that blocks the resuming time for that day gets it and can go out until it is dark. There is no limit to the number of 'Spontaneous' bookings you can make through the year.

## LAST-MINUTE BOOKINGS

A Last-minute are 1-24 hour bookings that you can make within 24 hours of departure if there are boats available



# MEMBERSHIP PACKAGES



## 8M CLUB

- Unlimited total bookings
- Access to 8m boats
- Unlimited Last Chance Reservation
- Unlimited Early Return Reservations
- Access to Local Member Event

### MEMBERSHIP PLANS

**LIGHT BLUE** – €5,500 per year  
1 Planned Reservation at a time

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**BLUE** – €8,500 per year  
3 Planned Reservation at a time

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**NAVY BLUE** – €10,500 per year  
4 Planned Reservation at a time



## 11M CLUB

- Unlimited total bookings
- Access to 11m boats
- 4 planned reservations at a time
- Unlimited Last Chance Reservation
- Unlimited Early Return Reservations
- Access to Local Member Event

### MEMBERSHIP PLANS

**LIGHT BLUE** – €13,500 per year  
1 Planned Reservation at a time

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**BLUE** – €17,500 per year  
3 Planned Reservation at a time

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**NAVY BLUE** – €19,500 per year  
4 Planned Reservation at a time



## YACHT CLUB

### MEMBERSHIP PLANS

**LIGHT BLUE** – 1 Day Ticket:  
€1400 (summer), €1100 (winter)  
+ vat (per day)

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**BLUE** – 5 Days Ticket:  
€1200 (summer), €990 (winter)  
+ vat (per day)

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**NAVY BLUE** – 10 Days Ticket:  
€1000 (summer), €800 (winter)  
+ vat (per day)





## SOLARIS VIP CLUB

- Unlimited total bookings
- Access to 12-15m boats
- 1 planned reservations at a time
- Unlimited Last Chance Reservation
- Unlimited Early Return Reservations
- Access to Local Member Event

### GOLD PLAN

4 Planned Reservations at a time

More information upon request







## HOW IT WORKS

### REGISTER AS A MEMBER

If you're ready to get on the water with HBC, we can set up a call to walk you through the membership plans we have available. After selecting the right one for you, we will sign a contract and start the on-boarding so that you can begin using your membership as a soon as possible!

### THE ONBOARDING

When you first join, we want to get you on the water as quickly as possible and provide a free midweek day of access to boats and an instructor, for the purposes of induction and competence assessment. If you have relevant skippering skills and experience, we'll schedule the day to cover our club processes, berth location characteristics and help you get into the detail of the boat systems, before checking your competence on the boats you initially want to start using. If you need to undertake some training before you start skippering, we simply schedule the club induction and assessment day to run following completion of the training.

### FREEDOM AWAITS

You are now ready to enjoy the blissful world of boating! We are ready for your first reservation to be submitted.





## AVAILABLE UPGRADES

### Same Family Additional Skipper:

You can add a member of your family from, the same household, as a skipper. One popular use case is when partners would like to use the HBC membership separately for a boat day with their friends when the other is not present. The additional cost is €1,000 for HBC Resident and Choice or €2,000 for HBC Gold.

### Water Sports

For an even more fun and exciting day on the water, you have the option to add water sport equipment. For a daily additional cost, we offer E-foil, Sea-bob and Jet-ski.

Contact us at the office for further information about rates.

Paddle board, sea pipes and wakeboards are free of charge and you can request them at the office upon availability.



# OUT OF POCKET EXPENSES



Your membership includes all of the routine costs of the routine associated with safety, maintenance, equipment and mooring. The only additional charges are:

## FUEL

Fuel is metered using a device on the boat which calculates the cost of fuel, depending on distance and speed, and that is connected directly to our app so that each member can see their fuel consumption and cost.

## ADDITIONAL ON-BOARDING


WE SHARE KNOWLEDGE AND SUPPORT, AS WELL AS BOATS.

You've got the underlying experience, but perhaps you want to freshen up a few skills before heading out on your own? We provide as much support as you need, be that on a private basis with an instructor or small group setting.

## LICENCE

If you or a family member do not yet have your sailing license, you can sign up for one of our courses in the Helmsmen Academy. We are an international sailing school which offers licenses of the top sailing associations in the world including: RYA, ASA and ISSA.





# OUT OF POCKET EXPENSES

## THE HELMSMEN PROTECTION

We propose two options to limiting the out-of-pocket expenses for any damage that may occur:

1

Members will pay a security deposit of €1500(7m/9m) / €2000(12m).

With this option, a member will be fully liable for any damage or loss up to a maximum amount of €5,000 (7m/9m) / €10,000 (11m-14m)

2

Alternatively, rather than paying a deposit, a member can choose the annual cover plan for €990 (7m/9m) / €1500 (12m) per year, which is non-refundable, but a member would only pay up to €1000 (7m/9m) / €2,500 (11m-14m).



# THE BOATS

We have carefully chosen our boats to ensure that you have all you need for the ideal day out on the Ibiza coast. Our sail and motor fleet comprises boats from some of the world's best boating brands. Our skilled internal crew performs routine maintenance and servicing on all of our boats to make sure they are always in outstanding condition and ready for you so you can sail safely and have a great, worry free day.





*Feel the Freedom*  
BSC 78 EBONY







The BSC 78 Ebony is a boat in constant evolution that always manages to retain the tradition of generous spaces aboard.

High-performance semi-rigid from the BSC COLZANI shipyard. The console features a comfortable frontal seat and a large storage compartment. Its decentralised position allows easy movement on board.

Selected features include:  
Stainless steel bow with bimini top, Rollbar bow navigation lights, console canvas, Raymarine stereo music system with USB and Bluetooth, 4 waterproof speakers installed, Aft shower with fresh water tank, fits comfortably up to 20 people.









*Sail Away Honey*  
DUFOUR 390 GRAND LARGE





The new generation of Dufour sailboats promises to bring you thrills. The Dufour 390 Grand Large featuring a high-performance, balanced hull for maximum control and incomparable steering finesse. Unrivalled seafaring qualities without compromising on ease of movement or mooring comfort. The meticulous layout of deck spaces, the immense rear transom, the many sunbathing areas and the famous outdoor galley with griddle and sink will ensure wonderful moments of togetherness on board this tremendous sailboat.

Packed with innovative tricks, technology and optimisation, the Dufour 390, 39-foot sailing yacht, stands out as the most well-rounded sailboat in its category.

A generously equipped yacht with incomparable style, finished down to the last detail.







*When Luxury Meets Speed*  
SCANNER MARINE ENVY 1100







The best-selling boat of the market today, the Envy 1100 encloses the four cardinal points that have made the Scanner Marine brand appreciated all around the world: high-quality materials, unique design, excellent hull performance and customization.

The Envy 1100 is a small world to be discovered: underneath the volume of the center console there is, in fact, a cabin equipped with a double bed and a mini bathroom. So, with a little of spirit of adaptation, cruising cannot be ruled out, even though, daytime use is the one which the Scanner Envy 1100 was designed for as well as the ideal one.

It has a large and comfortable wheelhouse, with a 360-degree view on the sea. The exteriors include two sundecks: one in the stern, positioned above the engine compartment and the other in the bow, convertible into a dining area.









*Make Dreams Come True*  
SOLARIS POWER 44 OPEN





The Solaris 44 OPEN has all the marine qualities of the Solaris Power with the largest living area in the category that a 44 footer has ever offered.

You only have to look at the photographs to see that the 44 is the epitome of a glamorous open day boat. With its voluptuous curves, pearlescent paint job, multiple sunpads and well-stocked wet bar, it's the perfect platform for long, lazy days at anchor in the blissful mediterranean seas.

Thankfully, the team of Solaris clearly understand that you also need to get there and back, often in less than perfect conditions, because the 44 is also remarkably competent sea boat.







The HELMSMEN Boat Club is located in the upcoming hotspot of Ibiza.

Our location was carefully selected for its ability to provide our members with the best experiences at sea and onshore. Located in charming Santa Eulalia Town, you will have access to restaurants, bars, shopping and everything you need to conveniently supply yourself before a long boat day. Our boats will be waiting for you in the beautiful Marina Santa Eulalia.

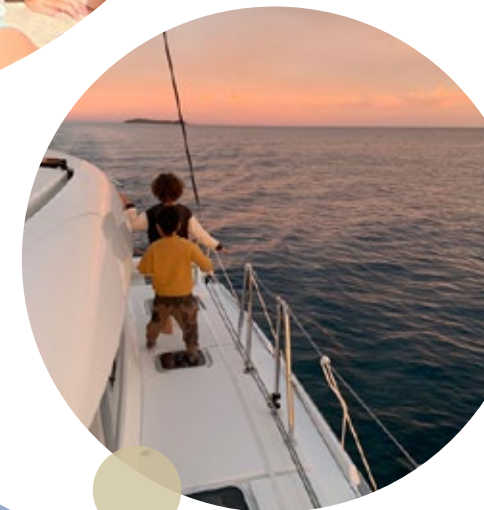






## THE HBC FAMILY

Join our growing family of like-minded people who love to get together to enjoy our HELMSMEN Club events. Many great friendships have developed between members meeting at the club. It's essentially a ready-built social circle for new members.





# FAQ



## IS THERE A LIMIT TO THE NUMBER OF DAYS I CAN USE THE BOAT?

The total amount of reservations that you can have in a year is not restricted! Each member has their plan with a minimum of guaranteed days a month but you have numerous ways of reserving your boat for extra days so it is basically unlimited!

## WHO FUELS THE BOAT?

The fun part of being an HBC member, is that you don't need to worry about a thing. We will take of everything from start to end. You will always have fuel when you arrive for your reservation!

## CAN I SHARE MY MEMBERSHIP WITH A FAMILY MEMBER?

You can only share a membership with a family member of the same household. The annual cost is €1,000 (7m/9m) or €2,000 (12m) per family member.

## CAN I BUY A MEMBERSHIP FOR MY BUSINESS?

Yes, we offer corporate memberships. Call to discuss how we can tailor a membership for your business.

## DO YOU OFFER SAILING COURSES/LICENSES?

We are a certified sailing school and offer a variety of international licenses and courses compatible with your skills and needs. Check out our HELMSMEN ACADEMY website or contact us directly for more information.

## WHAT TIMES CAN I BOOK A BOAT?

The boats are available from 10:00 until  
You are free to use the boat for the whole day or only part of it. It's up to you!

## WHAT IS THE CANCELLATION POLICY FOR A RESERVATION?

We only ask that you be considerate of your co-boaters and let us know of your cancellation as early as possible so that another member can take advantage of the day.

## WHAT OTHER COSTS ARE THERE?

You only have to pay for your own fuel and also HBC Protection. You can either choose to provide a deposit for your membership OR you can choose the annual cover where you have a smaller liability.





# HELMSMEN CLUB

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