



May 15th - 18th 2025

VIRGIN ISLANDS BOATING EXPO

Yacht Haven Grande | St Thomas | USVI

SPONSORSHIP & EXHIBITOR OPPORTUNITIES

A CARIBBEAN POWER AND SAIL BOAT SHOW

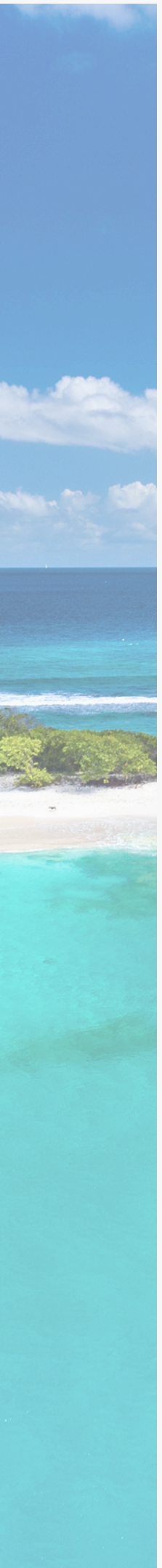
WELCOME NOTE

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Feel the
VIBE

The pristine waters of St Thomas, USVI, are the backdrop for a boat show full of culture, Caribbean flare and everything boat related!

From mono and multi hulls to dive gear and water makers, everything you need to purchase, commission, and set sail can be found at VIBE 2025.





WHY ATTENDEES CHOOSE VIBE

DRAMATIC SAVINGS ON VESSEL PURCHASES
ARE THE #1 REASON ATTENDEES CHOOSE VIBE

Closely followed by sun, sea, and sand!



Huge Savings on Vessel Purchases

Purchasing a yacht sales tax free in the USVI, saves thousands of dollars in taxes. That could be a saving of over **\$500,000** on a \$6m vessel.

Stunning Location

Test sailing a vessel in the crystal clear turquoise waters of the Caribbean right from the show slip sells the dream of life on the water!

Investment Opportunities

Ability to meet with charter companies at their home base allows for the option of placing the vessel directly into charter for increased ROI.

More Savings

Save on commissioning and transportation costs by purchasing a vessel directly from the slip at VIBE in the USVI.

WHY EXHIBITORS CHOOSE VIBE

The Virgin Islands are undoubtedly the premier destination for yachting. With the exceptional facilities of IGY Yacht Haven Grande—honored as International Superyacht Marina of the Year by the Yacht Harbour Association four times—and the vibrant Caribbean culture on full display, they perfectly capture the allure of the yacht lifestyle.



Marketing Exposure

Year round marketing exposure through VIBE and VIPCA Meta and Google channels.

Test Sails

Let the boat do the talking!
Take clients on a test sail directly from the show slip at no additional cost.





PURCHASING A VESSEL IN THE U.S. VIRGIN ISLANDS VS THE U.S.A

Challenge	U.S. Virgin Islands Advantage
<p>With few exceptions, foreign-built yachts must be imported before they can be offered for sale or charter to U.S. residents. Many yachts are ineligible to be imported because their engines do not comply with EPA emissions requirements.</p>	<p>The U.S. Virgin Islands are outside the United States customs area, subject to a separate customs regime. Foreign-built, non-imported yachts may be offered for sale or charter to U.S. residents in the U.S. Virgin Islands.</p>
<p>The coastwise laws prohibit foreign-built and foreign-flagged yachts, even those that have been imported, from carrying charter guests on a time or voyage charter in the United States.</p>	<p>The coastwise laws do not apply to the U.S. Virgin Islands. Foreign-built and foreign-flagged yachts may carry charter guests in the U.S. Virgin Islands without having to use bareboat charters.</p>
<p>U.S.-documented yachts of less than 100 gross tons are generally allowed to carry no more than six passengers for hire.</p>	<p>In the U.S. Virgin Islands, yachts of less than 100 gross tons that comply with the MCA small commercial vessel code—also called the Blue or Yellow Code—are allowed to carry up to twelve passengers for hire.</p>

ADDITIONAL BENEFITS FOR YOUR CUSTOMERS



The U.S. Virgin Islands are a U. S. territory, which means U.S citizens can enter without a passport, and there are direct flights from major U.S. gateway cities.

BENEFIT N°1



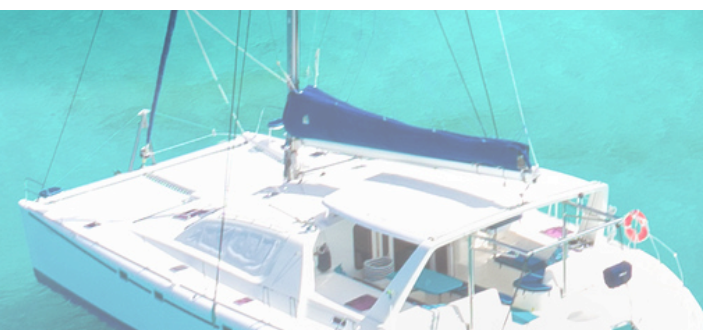
The U.S. Virgin Islands offers a business-friendly environment for buying and selling yachts, thanks to its use of the U.S. dollar, U.S. banking institutions, and exclusive tax incentives

BENEFIT N°2



The Government of the Virgin Islands is supporting infrastructure to maintain charter business interests such as an Economic Development Commission Tax Incentive Program for charter yachts

BENEFIT N°3





SPONSORSHIP

“VIBE is a custom made experience unparalleled by current National Market Yacht Shows featuring cutting-edge yachts in the most desirable destination in the world, the perfect event”
Kevin Murphy, The Tampa Boat Show

Fully customizable sponsorship opportunities

Promote brand loyalty by sponsoring a luxury boat show full of island flare.

Year round promotion and exposure on website and social media through both VIBE and VIPCA channels.

Generate sales and sales leads, and increase brand awareness with product placement opportunities.

MARKETING PLAN

Social



Working with influencers in the boating world to increase reach to target markets.

Working with the Department of Tourism to increase VIBE brand awareness.

Digital



Google, Youtube and Meta platform marketing. Targeting locations with direct airlift to St Thomas.

Utilizing affiliate marketing and networking.

Print



Strategic relationship with industry press personnel.

Local signage at high traffic locations to target visitors already on vacation in the USVI.



EVENT LINE-UP

- Workshops and seminars
- Docking practice workshops
- Live music daily on the docks
- Sea trials from show slip directly
- Learn to sail live in-water demos
- Diving demos and equipment testing
- Traditional Virgin Islands cultural performances
- Food and wine experience, with signature cocktails and rum tastings
- Watch live demos in the pool or take to the water to test drive some in-water toys



**A *VIBE* like
no other**



Each package can be customized with add-ons which feature on page 10

SPONSORSHIP PACKAGES



Bronze \$5,000	Silver \$7,500	Gold \$10,000	Platinum \$25,000	Title \$50,000
<i>Includes 5 Attendee Tickets</i>	<i>Everything in Bronze Plus</i>	<i>Everything in Silver Plus</i>	<i>Everything in Gold Plus</i>	<i>Everything in Platinum Plus</i>
<i>2 Social Media Blasts</i>	<i>Additional 5 Attendee Tickets</i>	<i>Additional 5 Attendee Tickets</i>	<i>Additional 5 Attendee Tickets</i>	<i>Event Name Change to Represent your Company</i>
<i>1 Dedicated Email Blast</i>	<i>2 Additional Social Media Blasts</i>	<i>Full Page Listing in Show Brochure</i>	<i>2 Additional Social Media Blasts</i>	<i>Front Cover Image plus Full Page in Show Brochure</i>
<i>1/4 Page Listing in Show Brochure</i>	<i>1 Additional Dedicated Email Blast</i>	<i>1 Dedicated Press Release</i>	<i>1 Additional Dedicated Email Blast</i>	<i>Full Page on Website with Backlinks</i>
<i>Logo on Website With Backlinks</i>	<i>1/2 Page Listing in Show Brochure</i>	<i>Enhanced Listing on Website</i>	<i>Full Inside Cover of Show Brochure</i>	<i>Logo on Staff Shirts and Vendor Lanyards</i>
<i>1 Mention in a Press Release</i>	<i>Ability to Bring Branded Tent to place on Dock</i>	<i>Expanded Signage Opportunities</i>	<i>1 Additional Dedicated Press Release</i>	<i>Title Banner on Website</i>
	<i>1 Live Mention of your Company per Day</i>	<i>Display Space Inside Harbor 360 Building</i>	<i>Display Space in Entrance of Harbor 360</i>	<i>Ability to Speak Throughout the Event Between Musicians</i>
		<i>Multiple Live Mentions of your Company per Day</i>	<i>Branding and Sponsorship of 1 Physical Show Area</i>	<i>Branding and Sponsorship of 2 Physical Show Areas</i>
			<i>Ability to Host 1 Seminar</i>	<i>Ability to Host 1 Seminar per Day</i>

Exhibitor / Vendor Rates

In-Water Exhibitors:

\$3.50 per Square Foot
(Overall Length x Beam)

Metered water & electricity fees additional paid direct to the Marina

10ft x 10ft tent space for in-water exhibitors - \$500
Podium space next to your boat included in exhibitor fee

Dock-Side Exhibitors:

\$2000 - 10ft x 10ft Tented Space

\$1800 - 10ft x 10ft Space to Accommodate
Branded Tent

Up-Land Exhibitors:

\$1500 - 10ft x 10ft Space to Accommodate
Branded Tent

\$ 500 - 6ft Table Space in Shared Tented
Area

Additions:

\$ 400 - 6ft Table, Tablecloth and 2 Chairs





Enhance your display with interactive features and advanced technology to stand out from your competitors.

Boost your Brand

More opportunities to be in front of your customers. Unlock greater visibility and attract more clients!



ADD-ONS

Add to any Sponsorship or Exhibitor Package

Show Brochure 1/4 page - \$300

Show Brochure 1/2 Page - \$500

Show Brochure Full Page - \$1000

Dedicated Press Release - \$500

Host a Seminar or Workshop - \$2000

Expanded Signage Opportunities - *From* \$500

Enhanced Website Listing - \$800

6ft Table, Tablecloth and 2 Chairs - \$400

Photo Package - *From* \$5000



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Organized by VIPCA - Virgin Islands Professional Charter Association

Staci Smith - Executive Director

Melissa Popple - Assistant Executive Director

Leslie Sides - Consultant Sales and Marketing

Exhibit@vibe.vi

VIPCA.org | VIBE.vi | USVIYachtShow.org