

On The HIGH SEAS

Palm Beach's Steve Moynihan reports steady increases as HMY Yacht Sales attracts yachting industry moguls and enthusiasts worldwide to South Florida's shores.

Text by Kim Mosley



Ahhh, the dream of island living surrounded by crystal clear waters and coral reefs. Days filled with sailing, fishing ... and oh yes, selling yachts. For South Florida businessman Steve Moynihan it's not a dream at all. From his Palm Beach Gardens base at Soverel Harbour Marina, he manages a business empire that spans the eastern seaboard from the Florida Keys to Charleston, South Carolina and commands a global market that encompasses a range of businesses, the most notable of which is HMY Yacht Sales — a new yacht and brokerage firm with seven waterfront locations.

Growing up in Alabama, Moynihan was not born into the world of yachting. "I kind of fell into it when I moved to Fort Lauderdale in 1975 and took a job at the Miami Boat Show selling listing services," he says. "These were the early multiple listing systems before the advent of the computer age." A visionary at heart, Moynihan took a leap and joined forces with an entrepreneur who envisioned a computerized listing system for the marine industry. But boating had taken its hold. ▶

ABOVE: Steve Moynihan, owner and founder, HMY Yacht Sales on a 60' Viking at Soverel Harbour Marina. Photography by Julio DeCastro, HMY Yacht Sales.

LEFT: Viking fleet at the Miami Yacht and Brokerage Show. Photography by Julio DeCastro, HMY Yacht Sales.



HMY YACHT SALES

A few years later, Moynihan switched focus to become a yacht broker and in 1979, HMY Yacht Sales was born. Today, HMY is a leading player in the yacht brokerage universe in addition to their dominance in the sale and service of new yachts. By matching willing sellers with qualified buyers worldwide, HMY's staff of over 40 full-time sales people and an equally large support staff successfully handles hundreds of yacht transactions every year.

With his fastidious attention to detail and unwavering dedication to HMY's core tenet of focusing on the customer in every aspect of the business, Moynihan has expanded from HMY's first location at Marina Bay in Fort Lauderdale, to

one of the largest and most comprehensive yacht sales brokerage firms in the industry handling all pedigree boats — including Tiara Yachts, Riviera Yachts, Viking Yachts, Viking Sport Cruisers and Grand Banks alongside a bevy of pre-owned boats in excess of 500 yachts — some of which will be on display at the 25th Annual Palm Beach International Boat Show from March 25 - 28, 2010.

HMY is planning its largest in water display featuring top of the line models from the industry's finest manufacturers including the Viking Yachts' new 76' enclosed bridge, Tiara's flagship 58' Sovran (pictured), Viking Sport Cruisers' elegant 75' and HMY's latest addition to its fleet of premier manufacturers, Grand Banks. ▶

VIKING YACHTS

OPPOSITE LEFT: Viking 76' Enclosed Bridge off of Peanut Island. The luxuriously appointed helm in the enclosed bridge features the finest state of the art electronics and plush seating accessed via the spiral staircase to the main salon. Photography by Charlie Clark, HMY Yacht Sales.

VIKING SPORT CRUISERS

OPPOSITE RIGHT: Viking Sport Cruisers 75' features abundant outdoor exposure and elegant interiors for your cruising and entertainment pleasure. Viking Sport Cruisers expansive salon area provides a refined refuge from the elements. Photography courtesy of Viking Sports Cruiser.

GRAND BANKS

ABOVE: Traditional styling at modern cruising speeds, the Grand Banks Eastbay series provides cruising comfort that rivals anything on the water. The teak and holly interior features expansive window space and a warm inviting place to unwind. Photography courtesy of Grand Banks.

TIARA YACHTS

ABOVE LEFT: The flagship 58' Tiara Sovran, features triple IPS drives and luxurious cruising amenities. The forward guest stateroom features a pedestal queen berth. Top photography courtesy of Tiara Yachts; bottom photography by Charlie Clark, HMY Yacht Sales.



DA BUBBA IS A 99' HARGRAVE MOTOR YACHT ORIGINALLY BUILT FOR A WELL KNOWN PROFESSIONAL FOOTBALL PLAYER. AS SUCH, EXTRA ATTENTION WAS PAID TO INTERIOR VOLUME, HEADROOM AND FURNISHINGS.



THIS 68' VIKING SPORTFISH, GREGARIOUS, OUTSHINES THE COMPETITION WITH ITS CENTERLINE WALK-AROUND HELM CONSOLE ON THE FLYBRIDGE.

PIRATE'S COVE RESORT

Moynihan and his wife, Faith, also own and operate Palm Beach area's own Pirate's Cove Resort & Marina located at the deep end of the Manatee Pocket in Stuart, Fla. The Jupiter, Fla., couple and their four daughters, Desiree, Bridget, Amanda and Emily, have a hands-on approach to ensure each guest receives personal attention in this relaxed resort setting complete with a 50-room boutique hotel with classic "Old Florida" charm, two bars, restaurant, a 50-slip marina and dry stack storage that accommodates 180 boats.

BILLFISH BLAST AND BEYOND

And it doesn't stop there. This past year, HMY entered a multiyear partnership with the Miami Dolphins whose signature event was the display of two Tiara yachts, including a 39' Sovran, on the grounds of the newly renamed Sun Life Stadium.

Drawing celebrities, top-notch anglers and their families from around the world, the HMY-Boat Harbour Billfish Blast hosted by the Abaco Beach Resort will celebrate its 11th anniversary from May 31 - June 4, 2010. HMY is a major sponsor of some of the world's most prestigious sport fishing tournaments, many of them to benefit charity causes, including Palm Beach's own Buccaneer Cup and Jupiter Billfish Tournament, the HMY-Viking MegaDock Tournament in the famed South Carolina Governor's Cup Billfishing Series and the final leg of the Bahamas Billfish Championship.

When asked what's next? Moynihan says, "I just want to spend time with my family, fish and cruise, and still continue to sell yachts that help people's boating dreams come true." ■