

# Boating in La Spezia 2024



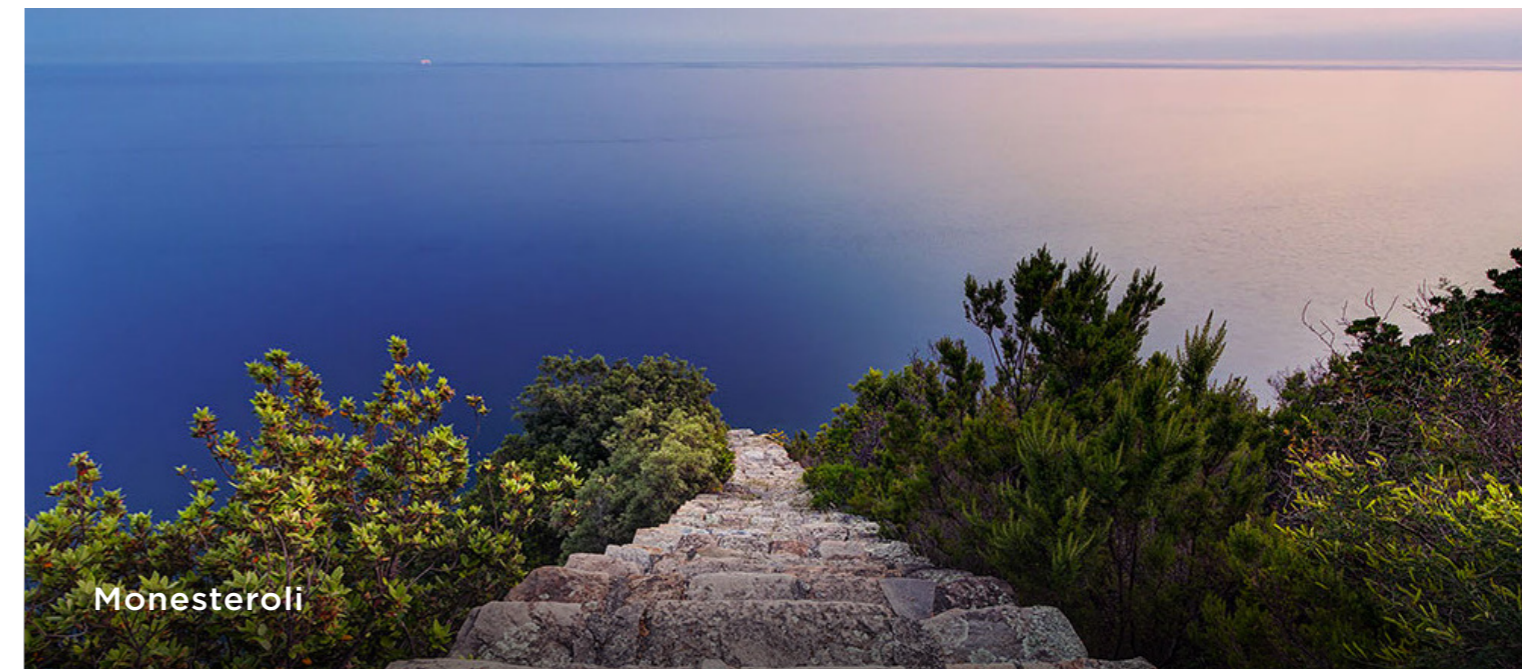


# Welcome to La Spezia

Discover the maritime charm of La Spezia through a captivating boating experience. Nestled along the enchanting Italian Riviera, La Spezia offers a scenic playground for maritime enthusiasts. Sail through the cerulean waters of the Gulf of Poets, framed by lush hillsides and charming coastal towns. Explore hidden coves, historic harbors, and the iconic Cinque Terre coastline. Whether you're in search of tranquil seascapes or vibrant waterfront life, boating in La Spezia promises a delightful blend of Mediterranean beauty, cultural richness, and nautical allure.

Our Agapi Boat Club Italy main office is located in Porto Lotti in the La Spezia Gulf which is one of the most exclusive tourist ports in Italy. Agapi Boat Club makes boating in our gulf easily accessible and stress-free. Get onboard and enjoy boating like never before.

## Favourite destinations





# Our fleet



**Axopar 22 Spyder**  
Category A



**Axopar 29**  
Category B  
Coming soon



**Axopar 25 Crossbow**  
Category A



**Axopar 37 Sun-Top**  
Category C



# Prices Unlimited memberships

All prices are quoted in EUR including VAT. Prices are subject to change. If this is a printed copy, please refer to our latest price list on our website [www.agapiboatclub.com](http://www.agapiboatclub.com).

MEMBERSHIP PLAN			
	BRONZE	SILVER	GOLD
Boats Category A	6 000	7 000	9 000
Boats Category A+B	-	10 000	12 000
Boats Category A+B+C	-	23 000	25 000
SERVICE LEVEL			
	BRONZE	SILVER	GOLD
Spontaneous days	Included	Included	Included
Planned days	1	2	3
Global boating roaming <sup>1</sup>	Price / Trip	Included	Included
Fuelling service	Optional	Optional	Optional
Cleaning service	Optional	Optional	Included
Water toys I <sup>2</sup>	Optional	Included	Included
Water toys II <sup>3</sup>	Optional	Optional	Included
Skipper service <sup>4</sup>	-	Optional	Optional
Extra Captain in family <sup>5</sup>	Optional	1	1

<sup>1</sup> Access to boating from all harbours globally. Depending on your membership plan, limitations and conditions may apply.

<sup>2</sup> Water toys I: Paddleboard. Subject to daily availability.

<sup>3</sup> Water toys II: Underwater scooter. Subject to daily availability.

<sup>4</sup> Skipper service mandatory for Axopar 29 and available on demand for Axopar 37.

<sup>5</sup> Extra Captain must be a family member living in the same household. No roaming included for extra Captain, one (1) Planned Day only; this option ends when the Extra Captain no longer lives in the same household.

## Customize your membership plan

Start by choosing between our boat categories A,B and C based on the boat model and size that you prefer. Lower categories of boats are always included, and you can upgrade your membership plan at any point in time. Then customize your plan choosing between the different levels of services that we offer. If not already included, you can also add any of our optional services such as refuelling or water toys to enjoy your favorite sport at sea.

## How do I book my boat trips?

All memberships include an unlimited number of bookings that can be done in various ways. See "Definitions" chapter for more detailed information on Spontaneous bookings, Planned days and Extra days.



OPTIONALS			
	CATEGORY A	CATEGORY B	CATEGORY C
Additional reusable Planned day (yearly)	1 000	1 500	1 800
Single use Extra day (May-Sept)	300	500	600
Single use Extra day (Oct-April)	200	400	500
Excess reduction Standard (yearly) <sup>6</sup>	300	400	500
Excess reduction Premium (yearly) <sup>6</sup>	450	550	650
Fuelling service (yearly)	500	500	500
Cleaning service	60	90	120
One extra Captain in family (yearly)	1 200	1 500	1 800
Skipper service (cost per day) <sup>7</sup>	-	300	300

ONBOARDING AND TRAINING			
	CATEGORY A	CATEGORY B	CATEGORY C
Onboarding new member <sup>8</sup>	Included	Included	Included
New boat model onboarding	50	50	50
Personal training (PT) 3-hours session	450	450	450

<sup>6</sup> More information on insurance and excess reduction under "Definitions" chapter.

<sup>7</sup> Skipper service duration is 6 hours.

<sup>8</sup> Onboarding includes access to e-learning platform, one onboarding meeting, and one boat onboarding meeting. If more onboarding sessions are necessary a fee of 500€ per person onboarded will be charged.

## Prices PayGo memberships

All prices are quoted in EUR including VAT. Prices are subject to change. If this is a printed copy, please refer to our latest price list on our website [www.agapiboatclub.com](http://www.agapiboatclub.com).

PAYGO MEMBERSHIP			
	CATEGORY A	CATEGORY B	CATEGORY C
Annual fee <sup>1</sup>	2 000	2 000	2 000
Onboarding	500	500	500
Price per boat trip <sup>2</sup>	450	800	1 400

<sup>1</sup> Allows up to 5 bookings per region and max 2 consecutive booking days. It also includes 10,000 Agapi Cash-points.

<sup>2</sup> Prices per boat trip include a 24h booking. For off-season discount, please contact your local representative.

<sup>3</sup> PayGo Category B Axopar 29 mandatory Skipper at a cost of 300€/ day (6 hours). Maximum 2 boat trips per season.

PAYGO PACKAGE OFFERING		
	PACKAGE PRICE	CASH-POINTS AWARD
BOATS CATEGORY A	3 000	30 000
BOATS CATEGORY A+B	4 500	45 000
BOATS CATEGORY A+B+C	6 000	60 000

We offer pre-defined packages where the following is included:

- The PayGo membership annual fee and mandatory onboarding fee are included.
- The package price includes everything to get started and the awarded Agapi Cash-points can be transferred to the following calendar year.
- It is possible to buy more Cash-points if needed.



## Prices Business memberships

All prices are quoted in EUR excluding VAT. Prices are subject to change. If this is a printed copy, please refer to our latest price list on our website [www.agapiboatclub.com](http://www.agapiboatclub.com).

	BUSINESS	BUSINESS GOLD	BUSINESS PREMIUM
<b>ANNUAL FEE</b>	<b>10 900</b>	<b>13 900</b>	<b>26 900</b>
Boats category	A	A+B	A+B+C
Spontaneous booking	Included	Included	Included
Number of Planned days	1	2	3
Number of members included	1	2	2
Price per extra member <sup>1</sup>	1 500	2 000	3 000
Excess reduction Premium	Included	Included	Included
Business concierge support <sup>2</sup>	N/A	N/A	Included
Fuelling service	500	500	500
Deep cleaning service <sup>3</sup>	Included	Included	Included
Onboarding	250	250	Included
Skipper service <sup>4</sup>	300	300	300
# Guests per networking event	2	2	5

<sup>1</sup> Please ask for an offer if you would like to add more members. Must be from the same company and a maximum of five members are allowed in the same Business membership.

<sup>2</sup> Support with boat bookings, check-in and out procedures.

<sup>3</sup> The Captain on the Agapi membership contract must ensure basic cleaning at check-out (garbage, stains, crumbs).

<sup>4</sup> A maximum of two Skipper service usage is included duration is 6 hours (as per availability).

### Benefits with Agapi Business membership

- Access to premium boats all year round.
- A boat for every need, choose boat based on your business venue.
- Networking events 3-4 times / year.
- Access to Captain service.
- Access to Agapi Boat Club's partner network.
- You focus on your business opportunity, we take care of everything around the boat.
- Personal service when booking a boat and when checking-in/out.





Porto Lotti  
La Spezia

# Definitions

## Boats

The boats are divided into four categories A, B, C and D. Once you selected your boat category, you always have access to the boats in smaller categories. If you choose category C, for example, you will also have access to the boats in category A and B.

## Onboarding

Onboarding is mandatory and includes a practical test at sea with an Agapi instructor as well as a personal introduction meeting of our booking systems and routines. You will also get access to our online training where you learn all about our values, routines and how the boats in your membership work.

## Booking of boat trips

All memberships include an unlimited number of bookings that can be done in various ways:

**Spontaneous booking** - All memberships include an unlimited number of so-called spontaneous bookings. These are 1-24 hour bookings that you can make within 24 hours of departure if there are boats available. In practice, this gives you the opportunity to go boating every day all year round.

**Planned day** - Can be booked in advance to secure access to a specific date, harbour or boat model. This type of booking can be re-used once the trip is completed (or canceled) and thus your Planned day/s become available for re-booking. The number of Planned days included depends on the membership level.

**Extra day** - Extra days can be used to book longer periods, such as an entire week or to book several specific dates. It is important to note that when an Extra day has been used, it is considered consumed and cannot be re-used. The price for an Extra day depends on the boat model, season and region.

## Monday-Friday memberships

We offer memberships plans from Monday to Friday. This is a perfect membership for people who only wants to go out on weekdays. A price deduction will be made on the chosen membership.

## Number of Captains per membership

You can always add more Captains to your membership who can book and go out with a boat on their own. To qualify as a Captain in Agapi Boat Club, the person must be 18+ years old, be registered on the same address and have undergone our onboarding. If you are interested in our Corporate memberships with multiple captains, please contact your local office for more information.

## Insurance and excess reduction

All boats are insured by Agapi with a standard insurance excess of 4.000 Eur per event. Members can subscribe to an excess reduction scheme for 250 Eur (PayGo) to 750 Eur (category D) depending on boat category and type of membership. Please refer to contract for more details.

## Fuelling

The boat must always be returned with at least 60% of its fuel level. If the "Refuelling" service is included in your membership, you can return the boat at a lower level, and our team will refuel it for you. As a new member you start off by topping your digital fuel account with 100 liters via debit/credit card.

## Cleaning

All members are expected to check-out leaving the boat in at least the same good condition or better as when checked-in for the next member. By cleaning we mean; pick up the garbage, clean any stains, put cushions back in position, splash the boat from the salt water. After splashing the boat from salt, there is no need to put the boat covers on. We also have a no-shoe policy on all our boats the whole year.

## Water sports equipment

Agapi Boat Club has a varied range of water sports equipment. Please consult with your local Agapi representative which ones are included. Water sports equipment must be booked in advanced and are subject to availability.

## Agapi Academy

Through Agapi Academy, you can book extra training on our boats with an experienced instructor (Boat PT). If you want to get a boating license or a coastguard certificate, we can arrange it through our partner network.

## Engine hours

All memberships include 50 hours of engine usage. This is usually enough for most members as the normal usage for a private boat is approximately 20 hours (at Agapi Boat Club 25 hours). If the member reaches the 50 hours, a supplement is applied for an additional 10-hour engine interval, 500€ for single and 1,000€ for twin engines. There are no restrictions on extra intervals of engine hours in the membership. On the other hand, we have a user guarantee for low usage. If the member has used the boat less than 5 days during its membership year, we offer a 25% discount on your next renewal fee.

## Invest in a Club boat

Please contact your local office if you are interested in investing in one of our Club boats or if you would like to include your own boat in our fleet.



# Find us here

And go boating from any of our  
Agapi Boat Club Harbours!



**AXOPAR** × **AGAPI** | BOAT CLUB

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