

# CHARTER CASH FLOW PROJECTION

Vessel: 33' Back Cove  
 Hull Value: \$364,750  
 Sales Tax (8.4%): N/A

Prepared on: 3/27/2008  
 Vessel LOA: 37'

## SECTION I. CHARTER INCOME

	JULY+AUG	JUNE+SEP	OCT+MAY	TOTALS
Projected Weeks of Charter per Season:	7	1	0	8 *
Projected Charter Rate:	3,195	2,716	2,396	
<b>TOTALS FOR SEASON</b>	<b>22,365</b>	<b>2,716</b>	<b>0</b>	<b>25,081</b>
Less: 33.3% Marketing/Administration Commission	7,448	904	0	8,352
<b>GROSS MARGIN ON CHARTERS</b>	<b>\$14,917</b>	<b>\$1,811</b>	<b>\$0</b>	<b>\$16,729</b>

\*8 weeks is a good projection for your first season (as we already have three 33' BC models in charter.) As you gain exposure and repeat customers your weeks should increase. Your equipment, charter preferences, personal usage, etc. will also make these weeks rise or fall accordingly.

## SECTION II. ANNUAL EXPENSES

Moorage at BYS Docks @ \$8.87/ft	Slip Length: 41	Moorage	\$4,364
Insurance @ 1.10% of hull value	Hull Value \$364,750	Insurance	4,012
Maintenance Allowance	Allowance: 3,000	Maintenance	3,000
<b>TOTAL ANNUAL EXPENSES</b>			<b>\$11,376</b>

## SECTION III. PER-CHARTER EXPENSES

Diver's Hull Checks	8 Charters @: \$35	\$280
After Charter Cleaning	8 Charters @: \$150	1,200
After Charter Engine Inspection	8 Charters @: \$40	320
Check-outs/Check-ins	8 Charters @: \$150	1,200
<b>TOTAL PER CHARTER EXPENSES</b>		<b>\$3,000</b>

## SECTION IV. SUMMARY OF REVENUES AND EXPENSES

From Section I. Gross Margin on Charters	\$16,729
From Section II. Total Annual Expenses	11,376
From Section III. Total Per-Charter Expenses	3,000
<b>NET ANNUAL REVENUE FOR DEBT REDUCTION</b>	<b>\$2,353</b>

## SECTION V. FINANCING SCENARIOS

	<u>20% Down</u>	<u>25% Down</u>	<u>30% Down</u>	<u>40% Down</u>	<u>50% Down</u>
Vessel Total Cost:	\$364,750	\$364,750	\$364,750	\$364,750	\$364,750
Cash Down Payment	72,950	91,188	109,425	145,900	182,375
Amount to Finance	291,800	273,563	255,325	218,850	182,375
<b>Monthly Payments</b>	<b>-2,184</b>	<b>-2,048</b>	<b>-1,911</b>	<b>-1,638</b>	<b>-1,365</b>
Annual Payments	-26,210	-24,572	-22,934	-19,658	-16,381
Less: Net Annual Revenue	2,353	2,353	2,353	2,353	2,353
<b>CASH (-)REQUIRED ANNUALLY</b>	<b>-\$23,858</b>	<b>-\$22,219</b>	<b>-\$20,581</b>	<b>-\$17,305</b>	<b>-\$14,029</b>

## NOTES

This analysis is a projection only. Above calculations assume a loan with 6.55% interest and a 20 year term. Your financing may vary depending upon your lender - this is our current lender's rate.

Placing a boat in charter exempts buyer from sales taxes at purchase. Registration and decals not included in projection. Additional tax benefits such as an interest expense deduction and depreciation may be available. Please consult your attorney or tax accountant for ramifications in your specific case.