

CHARTER CASH FLOW PROJECTION

Vessel: 38' Sabre Express Hard Top
 Hull Value: **\$550,000** *Summer Discount*
 Sales Tax (8.4%): N/A *Savings!!!*

Prepared on: 7/23/2008
 Vessel LOA: 42'

SECTION I. CHARTER INCOME

	JULY+AUG	JUNE+SEP	OCT+MAY	TOTALS
Projected Weeks of Charter per Season:	7	0	0	7 *
Projected Charter Rate:	3,950	3,358	2,963	
TOTALS FOR SEASON	27,650	0	0	27,650
Less: 33.3% Marketing/Administration Commission	9,207	0	0	9,207
GROSS MARGIN ON CHARTERS	\$18,443	\$0	\$0	\$18,443

*7 weeks is a good projection for your first season. Your equipment, charter preferences, personal usage, etc. will also make these weeks rise or fall accordingly. Seven weeks is an "average" charter season (for a single stateroom boat). Dual stateroom vessels will always yield more charter weeks = more charter revenue.

SECTION II. ANNUAL EXPENSES

Moorage at BYS Docks @ \$8.87/ft	Slip Length: 46	Moorage	\$4,896
Insurance @ 1.10% of hull value	Hull Value \$550,000	Insurance	6,050
Maintenance Allowance	Allowance: 4,000	Maintenance	4,000
TOTAL ANNUAL EXPENSES			\$14,946

SECTION III. PER-CHARTER EXPENSES

Diver's Hull Checks	7 Charters @: \$35	\$245
After Charter Cleaning	7 Charters @: \$180	1,260
After Charter Engine Inspection	7 Charters @: \$40	280
Check-outs/Check-ins	7 Charters @: \$150	1,050
TOTAL PER CHARTER EXPENSES		\$2,835

SECTION IV. SUMMARY OF REVENUES AND EXPENSES

From Section I. Gross Margin on Charters	\$18,443
From Section II. Total Annual Expenses	14,946
From Section III. Total Per-Charter Expenses	2,835
NET ANNUAL REVENUE FOR DEBT REDUCTION	\$661

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:	\$550,000	\$550,000	\$550,000	\$550,000	\$550,000
Cash Down Payment	110,000	137,500	165,000	220,000	275,000
Amount to Finance	440,000	412,500	385,000	330,000	275,000
Monthly Payments	-3,293	-3,088	-2,882	-2,470	-2,058
Annual Payments	-39,522	-37,052	-34,582	-29,641	-24,701
Less: Net Annual Revenue	661	661	661	661	661
CASH (-)REQUIRED ANNUALLY	-\$38,861	-\$36,390	-\$33,920	-\$28,980	-\$24,040

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.