

CHARTER CASH FLOW PROJECTION

Vessel: 42' Grand Banks Classic
 Hull Value: \$629,000
 Sales Tax (8.4%): N/A

Prepared on: 3/27/2008
 Vessel LOA: 47'

SECTION I. CHARTER INCOME

	JULY+AUG	JUNE+SEP	OCT+MAY	TOTALS
Projected Weeks of Charter per Season:	9	3	0	12 *
Projected Charter Rate:	6,250	5,313	4,688	
TOTALS FOR SEASON	56,250	15,938	0	72,188
Less: 33.3% Marketing/Administration Commission	18,731	5,307	0	24,038
GROSS MARGIN ON CHARTERS	\$37,519	\$10,630	\$0	\$48,149

*12 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. Twelve weeks is an "average" charter season...

SECTION II. ANNUAL EXPENSES

Moorage at BYS Docks @ \$8.87/ft	Slip Length: 50	Moorage	\$5,322
Insurance @ 1.10% of hull value	Hull Value \$629,000	Insurance	6,919
Maintenance Allowance	Allowance: 5,000	Maintenance	5,000
TOTAL ANNUAL EXPENSES			\$17,241

SECTION III. PER-CHARTER EXPENSES

Diver's Hull Checks	12 Charters @: \$35	\$420
After Charter Cleaning	12 Charters @: \$240	2,880
After Charter Engine Inspection	12 Charters @: \$40	480
Check-outs/Check-ins	12 Charters @: \$150	1,800
TOTAL PER CHARTER EXPENSES		\$5,580

SECTION IV. SUMMARY OF REVENUES AND EXPENSES

From Section I. Gross Margin on Charters	\$48,149
From Section II. Total Annual Expenses	17,241
From Section III. Total Per-Charter Expenses	5,580
NET ANNUAL REVENUE FOR DEBT REDUCTION	\$25,328

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:	\$629,000	\$629,000	\$629,000	\$629,000	\$629,000
Cash Down Payment	125,800	157,250	188,700	251,600	314,500
Amount to Finance	503,200	471,750	440,300	377,400	314,500
Monthly Payments	-3,767	-3,531	-3,296	-2,825	-2,354
Annual Payments	-45,199	-42,374	-39,549	-33,899	-28,249
Less: Net Annual Revenue	25,328	25,328	25,328	25,328	25,328
CASH (-)REQUIRED ANNUALLY	-\$19,871	-\$17,046	-\$14,221	-\$8,571	-\$2,921

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.