

Welcome to Anacortes Yacht Charter's ROI Calculator!

Let us help you to realize the full potential of putting your boat into AYC's Yacht Management Program.

There are **real** benefits to putting your boat into charter service with AYC:

- Charter income offsets or even exceeds the expenses of yacht ownership.
- Real tax advantages and exemption from the state sales tax on the purchase price.
- Peace of mind that your charter company has a business reputation second to none in the marine recreation industry.
- Having your boat located in Anacortes, WA puts you at the doorstep to some of the world's most magnificent cruising grounds!

ROI Calculator

First Name *
Last Name *
Phone Number *
Email Address *

Type Length Power Sail

Boat Value Sales Tax Cash Down
Annual Interest Rate Loan Term (in Years) First Payment Date

COMMISSION SPLIT	
AYC	30%
Customer	70%

CHARTER WEEKS	
Gold	<input type="text" value="6"/>
Red	<input type="text" value="5"/>
Blue	<input type="text" value="1"/>
White	<input type="text" value="0"/>
TOTAL	12

Number of Pillows

Red Season Charter Rate per day
Moorage Amount per month
Maintenance Amount per year

Everything that has a * by it is required information.

Enter your name, phone number and email address. Please note that this information will be stored internally so that our staff may follow up with you as necessary.

- Type:** Year and Manufacturer. Be specific! However, do not include the boat length in this field. Example: 2013 Meridian ~~2013 Meridian 36~~
- Length:** What is its published length? Do not put the vessel's LOA in this field.
- Boat Type:** Choose Power or Sail.
- Boat Value:** This is the same as purchase price or the value of your already owned vessel.
- Sales Tax:** This will always default to zero because of the tax exemptions for purchasing a boat for charter service*. If you would like to pay sales tax, you may add the amount back in for calculation. *by exempting tax, owners do charter their boat back to themselves to comply with state requirements. Please contact AYC for more information.
- Cash Down:** A down payment is typically 20% of the boat value or purchase price. If you already own your boat, please put the boat value in this field so that there is no loan balance.
- Interest Rate:** Enter the assumed interest rate for the vessel purchase. If you already own your boat, put a 0 in this field.
- Loan Terms:** Enter the assumed loan term (in years) for the vessel purchase. If you already own your boat, put a 0 in this field.
- Commission Split:** This is a fixed amount. *Commission incentives available for new model boats. Contact AYC for more information.
- Charter Weeks:** 8-10 weeks of charter is typical of a new boat to the fleet in the first few years – you can adjust accordingly.
- Number of Pillows:** Enter the number of people each stateroom will sleep as a total – this does not include convertible settees or dinettes.
- Red Season Charter Rate:** This is based on a 6 night charter week. Look through our fleet for a few comparable vessels to get an idea of what your boat would charter for. Look at staterooms/heads/age of boat, etc. If you are unsure, please contact AYC for assistance.
- Moorage Amount:** Please review the current moorage form for Anacortes Marina that is available below the Proforma worksheet – AYC does not mark up this rate; however moorage rates can vary depending on slip availability.
- Maintenance Amount:** This amount will always default to \$5000.00 per year – please keep in mind that this is an *estimate* and maintenance fees can vary based on the type of boat, age, condition, etc.

Once all of this information has been entered, please click 'Calculate'. This will take you to a Financial Summary that you may analyze.

We encourage you to contact our office to review this proforma with one of our educated staff members to gain a complete understanding of the figures.

1.800.233.3004 | info@ayc.com



John Doe
555-555-5555

FINANCIAL SUMMARY

2008 Meridian 39
01/23/2013

Purchase Price	\$299,000
Sales Tax @ 0%	\$0
Total Price	\$299,000
Cash Down	\$60,000
Loan Amount	\$239,000
Annual Interest Rate	4.25%
Term of Loan in Years	20
Monthly Loan Payment	\$ 1,480

Seasons		GOLD	RED	BLUE	WHITE
1st Year Est. # Charter Weeks		6	5	1	0
2nd+ Year Est. # Charter Weeks		6	5	1	0
Charter Rate per Week		3591	3420	3078	2736

INCOME STATEMENT		YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
INCOME						
Annual Charter Revenue		\$41,724	\$43,393	\$45,129	\$46,934	\$48,811
Less: Turn Fees		\$ 3,042	\$ 3,164	\$ 3,290	\$ 3,422	\$ 3,559
Less: Linen Fees		\$ 840	\$ 874	\$ 909	\$ 945	\$ 983
Less: Commissions		\$11,353	\$11,807	\$12,279	\$12,770	\$13,281
NET TO BOAT OWNER		\$26,489	\$27,549	\$28,651	\$29,797	\$30,989
EXPENSES						
Insurance		\$ 4,843	\$ 5,037	\$ 5,239	\$ 5,448	\$ 5,666
Moorage	\$ 430/mth	\$ 5,160	\$ 5,366	\$ 5,581	\$ 5,804	\$ 6,036
Estimated Maintenance		\$ 5,000	\$ 5,200	\$ 5,408	\$ 5,624	\$ 5,849
Personal Property Taxes	0.35%	\$ 1,047	\$ 1,047	\$ 1,047	\$ 1,047	\$ 1,047
Dive	30/wk	\$ 360	\$ 374	\$ 389	\$ 405	\$ 421
Inventory Fee	20/wk	\$ 240	\$ 250	\$ 260	\$ 270	\$ 281
Interest On Loan		\$10,008	\$ 9,672	\$ 9,321	\$ 8,955	\$ 8,574
TOTAL EXPENSES		\$26,658	\$26,946	\$27,244	\$27,554	\$27,874
INCOME BEFORE TAX (+) OR LOSS (-)		\$ 168	\$ 603	\$ 1,407	\$ 2,243	\$ 3,115
Income Tax Paid (-) or Loss Carry Forward (+)		\$ 52	\$ 187	\$ 436	\$ 695	\$ 966
INCOME AFTER TAX (+) OR LOSS CARRY FORWARD (-)		\$ 116	\$ 416	\$ 971	\$ 1,548	\$ 2,149

BOTTOM LINE						
INCOME AFTER TAX (+) OR LOSS CARRY FORWARD (-)		\$ 116	\$ 416	\$ 971	\$ 1,548	\$ 2,149
PRINCIPAL PAID ON LOAN		\$ 7,752	\$ 8,088	\$ 8,438	\$ 8,804	\$ 9,186

YOU SAVE THIS PERCENTAGE	77%	78%	79%	80%	81%
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[Download your results](#) in PDF format.

Above is a sample Financial Summary based on the information filled in on the entry page (sample on page 1).
You may download a copy of this Report by clicking on 'Download your results'.

This ROI Calculator generates a projection of your revenues and expenses from charter tailored to your specific situation

We encourage you to contact our office to review this proforma with one of our educated staff members to gain a complete understanding of the figures.
1.800.233.3004 | info@ayc.com