

# 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!

The screenshot shows the 'ROI Calculator' form with the following fields and values:

**About Yourself**

First Name \* John, Last Name \* Doe, Phone Number \* 555-555-5555, Email Address \* johndoe@email.com

**About Your Boat**

Type: 2015 Leopard Cat, Length: 48, Power/Sail:  Power,  Sail, Boat Value: 620000, Sales Tax: 0, Cash Down: 620000, Annual Interest Rate: 5.00, Loan Term (in Years): 20, First Payment Date: 10/07/2019

**COMMISSION SPLIT**

AYC	30%
Customer	70%

**CHARTER WEEKS**

Gold	7
Red	3
Blue	0
White	0
<b>TOTAL</b>	<b>10</b>

Number of Pillows: 8, Red Season Charter Rate: 1135 per day, Moorage Amount: 690 per month, Maintenance Amount: 10000 per year

Calculate

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. **Advertised rates online include a \$100/night (Power) or \$50/night (Sail) Customer Care fee; deduct the Customer Care fee from the rate before multiplying by 6 nights. For instance if a comparable power boat is advertised at \$690/night, the rate used would be \$590/night.** 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 for sailboats, \$7500 per year for powerboats up to 45', and \$10,000 per year for powerboats over 45' – 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**

2015 Leopard Cat 48  
10/07/2019

Purchase Price	\$620,000
Sales Tax @ 0%	\$0
Total Price	\$620,000
Cash Down	\$620,000
Loan Amount	\$0
Annual Interest Rate	5.00%
Term of Loan in Years	20
Monthly Loan Payment	\$0

Seasons		GOLD	RED	BLUE	WHITE
1st Year Est. # Charter Weeks		7	3	0	0
2nd+ Year Est. # Charter Weeks		7	3	0	0
Charter Rate per Week		7150.5	6810	6129	5448

INCOME STATEMENT		YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
<b>INCOME</b>						
Annual Charter Revenue		\$70,484	\$73,303	\$76,235	\$79,284	\$82,456
Less: Turn Fees		\$ 4,320	\$ 4,493	\$ 4,673	\$ 4,859	\$ 5,054
Less: Linen Fees		\$ 2,000	\$ 2,080	\$ 2,163	\$ 2,250	\$ 2,340
Less: Commissions		\$19,249	\$20,019	\$20,820	\$21,653	\$22,519
<b>NET TO BOAT OWNER</b>		<b>\$44,914</b>	<b>\$46,711</b>	<b>\$48,579</b>	<b>\$50,523</b>	<b>\$52,544</b>
<b>EXPENSES</b>						
Insurance		\$10,449	\$10,867	\$11,302	\$11,754	\$12,224
Moorage	\$ 690/mth	\$ 8,280	\$ 8,611	\$ 8,956	\$ 9,314	\$ 9,686
Estimated Maintenance		\$10,000	\$10,400	\$10,816	\$11,249	\$11,699
Personal Property Taxes	0.35%	\$ 2,170	\$ 2,170	\$ 2,170	\$ 2,170	\$ 2,170
Dive	60/wk	\$ 600	\$ 624	\$ 649	\$ 675	\$ 702
Inventory Fee	35/wk	\$ 350	\$ 364	\$ 379	\$ 394	\$ 409
Interest On Loan		\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
<b>TOTAL EXPENSES</b>		<b>\$31,849</b>	<b>\$33,037</b>	<b>\$34,271</b>	<b>\$35,555</b>	<b>\$36,891</b>
<b>INCOME BEFORE TAX (+) OR LOSS (-)</b>		<b>\$13,065</b>	<b>\$13,674</b>	<b>\$14,308</b>	<b>\$14,967</b>	<b>\$15,653</b>
Income Tax Paid (-) or Loss Carry Forward (+)		\$ 4,050	\$ 4,239	\$ 4,436	\$ 4,640	\$ 4,852
<b>INCOME AFTER TAX (+) OR LOSS CARRY FORWARD (-)</b>		<b>\$ 9,015</b>	<b>\$ 9,435</b>	<b>\$ 9,873</b>	<b>\$10,327</b>	<b>\$10,800</b>

<b>BOTTOM LINE</b>						
<b>INCOME AFTER TAX (+) OR LOSS CARRY FORWARD (-)</b>		<b>\$ 9,015</b>	<b>\$ 9,435</b>	<b>\$ 9,873</b>	<b>\$10,327</b>	<b>\$10,800</b>
<b>PRINCIPAL PAID ON LOAN</b>		<b>\$ 0</b>				

<b>YOU SAVE THIS PERCENTAGE</b>	125%	125%	126%	126%	126%
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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.  
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