



4005 NORTH FEDERAL HIGHWAY • FORT LAUDERDALE, FL 33308  
 1 & 2 ISLE OF VENICE • FORT LAUDERDALE, FL 33301  
 309 THIRD STREET • ANNAPOLIS, MD 21403  
 P.O. BOX 28 • NANNY CAY • TORTOLA • BRITISH VIRGIN ISLANDS

## 2010 MODEL LAGOON 400 Limited Charter Operating Expenses

**Gross Annual Estimated Charter Income**

\* **Projected Annual Income**

Weeks of Charter		<b>15</b>	
<b><u>Average Weekly Charter Rate 2009/2010 Season</u></b>			
High Season Rate	\$7,600	5	\$38,000
Mid Season Rate	\$6,700	5	\$33,500
Mid / Low Season Rate	\$5,600	3	\$16,800
Low Season Rate	\$4,600	2	\$9,200
 Average weekly Charter Fee	<b>\$6,500</b>	<b>15</b>	

**Gross Annual Estimated Charter Income**

**\$97,500**

**Total Discounts, Fees and Commissions:**

Owner's Charter Referral Fees	2.5%	\$2,438
Charter Discounts	3.5%	(\$3,413)
Management Fee	30%	(\$28,049)
Charter Broker's Commissions & Misc.	3%	(\$3,027)

**Total Discounts, Fees and Commissions**

**(\$32,052)**

**Net Owner's Revenue**

**\$65,448**

**Fixed Monthly Expenses\*\*\*:**

Monthly Dockage	40	Foot	\$18.50	(\$8,880)
Dock Water	200	Gallons	\$0.12	(\$288)
Dock Electricity	125	Month		(\$1,500)

**Charter Related Expenses\*\*\*:**

				<b>Per Charter</b>	
Turnaround Fees	1	Per Charter	\$550	\$550	(\$8,250)
Laundry	8	Per Guest	\$10	\$80	(\$1,200)
Water Fill Up		Per Charter	\$65.00	\$65	(\$975)
Dinghy Fuel	5	Gallons	\$5.00	\$25	(\$375)
Dinghy Cleaning, Preping, Servicing	1	Per Charter	\$80.00	\$80	(\$1,200)
Propane	1	Tank	\$16.00	\$16	(\$240)
Underwater Hull Inspection after each charter	1	Per Charter	\$45.00	\$45	(\$675)
Starter Kit	1	Kit	\$35.00	\$35	(\$525)
Snorkel Equipment	1	Kit	\$15.00	\$15	(\$225)
First Aid Kit, Tools, Charts	1	Kit	\$20.00	\$20	(\$300)

**\$931**

**Annual Expenses:**

Parts & Maintenance	\$ 495,000	Hull Value	3.50%	(\$17,325)
Annual Haul & Bottom Job and Hull Wax	40	Per Foot	\$75	(\$3,000)
** Insurance	\$ 500,000	Hull Value	2.20%	(\$11,000)
Licenses and Permits		Fixed		(\$600)
Marketing Fee	Waived	7%		\$0

**Total Operating Expenses**

**(\$56,558)**

**Net Revenue**

**\$8,890**

\* Based on 4 cabin charter version vessel

\*\* Based on \$500,000 hull value



THE CATAMARAN COMPANY



HULLS



ESSERMAN YACHTSALES



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## 2010 MODEL LAGOON 400 Private Operating Expenses

### Fixed Monthly Expenses

Management Fee	\$1,500	Month		\$18,000
Monthly Dockage	40	Foot	\$18.50	\$8,880
Dock Water	200	Gallons	\$0.12	\$288
Dock Electricity	\$125	Month		\$1,500

### Annual Expenses:

Parts & Maintenance	\$ 495,000	Hull Value	3.50%	\$17,325
Annual Haul & Bottom Job and Hull Wax	40	Per Foot	\$75	\$3,000
** Insurance	\$ 500,000	Hull Value	2.20%	\$11,000
Licenses and Permits		Fixed		\$600
Marketing Fee	Waived	7%		\$0

### **Total Operating Expenses**

<b>\$60,593</b>
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Fractional Cost per Member	5 Members	\$12,119
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Fractional Cost per Member	4 Members	\$15,148
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Fractional Cost per Member	3 Members	\$20,198
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### Notes:

\* Based on 4 cabin charter version vessel

\*\* Based on \$500,000 hull value