



"NON CHARTER" VS "IN CHARTER" MONTHLY CASHFLOW PROJECTION

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2019 Revenue & Expenses

Boat: Waypoint Tug 36

Model Year: 2019

	NON CHARTER	IN CHARTER
Price (Equipped "Charter Ready")	\$400,000	\$400,000
WA State Sale Tax (8.5%)	\$34,000	\$0
Down Payment (20% of price + tax)	\$86,800	\$80,000
Balance	\$347,200	\$320,000
20 year term, in months	240	240
5.04% Fixed Interest Rate (Peoples Bank)		
Monthly Mortgage Payment	\$2,299	\$2,119

CHARTER RATES

Projected Charter rates per week

Prime:	\$4,950	Conservative
Shoulder:	\$4,200	(15% Off)
Off:	\$3,475	(30% Off)

CHARTER INCOME

AVERAGE SEASON	14 Weeks	\$Annual Return	
Prime Season	\$4,950	9	\$44,550
Shoulder Season	\$4,200	4	\$16,800
Off Season	\$3,475	1	\$3,475
Total AVERAGE Season Gross Income			\$64,825
Owners' Share (63%****)			\$40,840
INCOME (Monthly Average):			\$3,403

EXPENSES:

Moorage @ \$10.99/ ft (40 ft minimum)	\$440	\$440
Maintenance	\$775	\$950
Insurance**	423	605
WA State Property Tax (0.47%)	\$157	\$157
Consumables / Park Pass / Discounts***	100	200
Total Monthly Boatkeeping Costs:	\$1,895	\$2,351
CHARTER INCOME (av./mo.)	\$0	\$3,403
COST or PROFIT (av./mo.)	\$1,895	\$1,052

NOTE 1: The projected charter weeks (above) do not include use of the vessel by its owners.

NOTE 2: Our charter season consists of 11 summer-season weeks, 9 spring/fall shoulder-season weeks, and 32 off-season weeks. So the vessel owners will have plenty of time available to enjoy their boat. (Vessel owners have first pick of the dates they want each year.)

IF PROFIT IS APPLIED TO BOAT LOAN

Monthly Loan Payment (from above)	\$2,299	\$2,119
Cash Value, 2nd Home ded., mo.	351	323
COST or PROFIT (av./mo.)	1,895	1,052

TOTAL MONTHLY COST:	\$3,843	\$744
Percent of "Non Charter" Boat Cost:		19%
SAVINGS:		81%

Tax advantages to Charter Boat Owner

WA State Sales Tax (8.5%):	\$34,000	\$0
Fed. 2nd Home Interest Deduction:	\$16,829	\$15,511
Cash value, 2nd Home ded./month:	\$351	\$323
Plus Potential Depreciation ded.:	\$0	TBD

KEY orange = negative cash flow green = positive cash flow

See ATC "Equipment List". (Would need same items for non-charter use too.)

**Based on power, 2005 or newer, \$1 million liability policy (approx. 80% more in charter vs. non-charter...as it covers owner and each of the charter guests).

These are projections only and cannot guarantee future income and expenses.

\$3,100 "In Charter" Savings/Month
 Plus Down Payment Savings: \$6,800

*** Includes those items that need to be replaced annually, or periodically / annual State Park pass / discounts of "5% Off" for previous guests (approx. 50% of charters), deduction of 2% credit card fee which both SJS and vessel owner participate in absorbing.
 **** Unlike some charter companies, we do not assess vessel owners a turnaround fee for each charter, dive fees, repair add-on fees, inventory fees or fees for routine cleaning. (Our owners simply don't appreciate the "nickel and dime" approach to charter fleet management.)