

# Charter Revenue/Expense Projection Worksheet

Day/Date: \_\_\_\_\_  
 Yacht: \_\_\_\_\_  
 Make/Year: \_\_\_\_\_  
 Insured/Market Value: \_\_\_\_\_

Owner Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 Phones: (H) ( \_\_\_\_\_ ) \_\_\_\_\_  
 (B) ( \_\_\_\_\_ ) \_\_\_\_\_

**WORKSHEET:**

**1.0 CHARTER RATES (1 week)**

1.1 High/Winter Rate (12/15 - 4/30) ..... \$ \_\_\_\_\_  
 1.2 Low/Summer Rate (5/1 - 12/14) ..... \$ \_\_\_\_\_

**2.0 AVERAGE/NORMAL CHARTER SERVICE (22 weeks annually)**

2.1 12 weeks High Season - \$ \_\_\_\_\_ x 12= ..... \$ \_\_\_\_\_  
 2.2 10 weeks Low Season - \$ \_\_\_\_\_ x 10= ..... \$ \_\_\_\_\_  
 2.3 Total Annual Gross Revenue ..... \$ \_\_\_\_\_  
 2.4 Owner Proceeds ( \_\_\_\_\_%) ..... \$ \_\_\_\_\_  
 2.5 Owners referrals (10% commission) ..... \$ \_\_\_\_\_  
 2.6 Owner Revenues ..... \$ \_\_\_\_\_

**3.0 INSURANCE**

3.1 Yacht Insured Value ..... \$ \_\_\_\_\_  
 3.2 Hull \$ \_\_\_\_\_ per \$100 hull value = ..... \$ \_\_\_\_\_  
 3.3 P&I (Liability) = \$ \_\_\_\_\_ per \$ \_\_\_\_\_ = ..... \$ \_\_\_\_\_  
 3.4 BOW (Breach of Warranty)  
     = \$ \_\_\_\_\_ per \$ \_\_\_\_\_ value = ..... \$ \_\_\_\_\_  
 3.5 Total Annual Premium ..... \$ \_\_\_\_\_

**4.0 DOCKAGE (SFY Marina at \_\_\_\_\_ )**

4.1 LOA \_\_\_\_\_ ft. x \$ \_\_\_\_\_ per foot per month = ..... \$ \_\_\_\_\_  
 4.2 Annual Dockage=\$ \_\_\_\_\_ x12= ..... \$ \_\_\_\_\_

**5.0 MAINTENANCE**

5.1 Average Maintenance = \_\_\_\_\_% vessel value ..... \$ \_\_\_\_\_

**6.0 OTHER** \_\_\_\_\_ \$ \_\_\_\_\_

**7.0 EXPENSES**

7.1 Insurance (Item #3.5) ..... \$ \_\_\_\_\_  
 7.2 Dockage (Item #4.2) ..... \$ \_\_\_\_\_  
 7.3 Maintenance (Item #5.1) ..... \$ \_\_\_\_\_  
 7.4 Other ..... \$ \_\_\_\_\_  
 7.5 Total Expenses ..... \$ \_\_\_\_\_

**8.0 TOTAL REVENUES (Item #2.6) ..... \$ \_\_\_\_\_**

**9.0 PERFORMANCE**

9.1 Total Income (Item #8.0) ..... \$ \_\_\_\_\_  
 9.2 Total Expenses (Item #7.5) ..... - \$ \_\_\_\_\_  
 9.3 Total Annual Operating Profit/Loss ..... = \$ \_\_\_\_\_

**10.COMMENTS:** \_\_\_\_\_

Notice: All of the above are purely estimates based on past performance. Southwest Florida Yachts, Inc. in no way guarantees these figures. All rates and charges are subject to change without notice or obligation.