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WINTER STORAGE RATE SHEET

HAUL, STORAGE, LAUNCH 10/15 through 5/15: ALL PRICING = rate/ft x Length Over All (LOA)

Includes haul, block, storage and launch. "LOA" describes the maximum length of the hull that includes all fittings, davits, bowsprits, swim platforms and engines in the storage position (tilted up or down), and when on a trailer, the length including the length of the trailer and vessel, "LOH" is length of the hull, and "LWL" is waterline length. Pressure wash of the hull is additional: \$5.50/ft small and \$6.00/ft large (>4' draft or 8' beam) and is required for all boats that are hauled. For haul / launch between 12/8 and 3/10, add \$7.00 / ft LOA (see notes). Without prior arrangement, boats not staying in the marinas for the summer season must vacate wet storage by May15th or pay transient slip rental fees. No space heaters, light bulbs or other appliances are permitted while in storage. Wet slip electrical usage will be billed at current pricing.

Table with 2 columns: Item and Price. Items include Powerboats, Sailboats (mast down/up), Inside Storage (heated), Trailered Vessels, and Wet Storage.

OTHER ITEM SPACE RENTAL

Space rentals on land are fully accessible. Removals or installations are charged using T&M.

Table with 2 columns: Item and Price. Items include Small watercraft, Small boats, Trailers, Docks, Dock boxes, Moorings, and Vehicles.

SECURED ITEM STORAGE

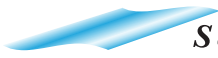
Storage is in a secured space. Removals or installations are charged using time & materials.

Table with 2 columns: Item and Price. Items include Bimini / Dodger tops, Electronic gear, Isinglass, Masts, Moorings, Outboards, Outboard tanks, Outdrives, Propellers, Sails, and Water skis.

SHRINK WRAP COVER INSTALLATIONS (per ft LOA & LOA is rounded up to the nearest ft)

Prices include materials A \$35.00 recycling fee will be assessed. For radar arches, T-tops, and sailboats with drafts <5' and mast down, add \$1.15/ft. For fly bridges, hard tops, or sailboats with drafts 5' & over and mast down, add \$2.30/ft. For sailboats with mast up, add \$4.25/ft. Estimates needed for boats in the water, for towers, and for boats with full towers. If the hull is painted or colored, the customer must specify whether the shrink wrap is to extend just beyond the rub rail or to the waterline. Removal of covers and tape residue is billed on a time and materials basis in the Spring.

Table with 2 columns: Length and Price. Lengths include <=18', 19' to 27', 28' to 36', and >=37'.



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LABOR RATES (rates listed are per hour and billed in 1/4 hour increments)

- CLEAN & DETAIL - \$75.00
CAPTAINS OR CREW - Basic Crew- \$75.00, Advanced Crew-\$95.00, Captains-\$150.00
GENERAL BOATYARD SERVICES - \$95.00
SPECIALTY SERVICES - \$150.00, Services to Swage, Rig, Tune, Install Sails, Splice Lines
TECHNICIANS - \$150.00, Gas & Diesel Engines, Transmissions, Running Gear, Electrical, Plumbing
SUBCONTRACTORS – Electronics, Fiberglass, Woodwork, Paint, Varnish, Welding – Priced by the job.

ENGINE DECOMMISSION (Time & Materials)

Winterization & Oil Change Labor

Table with 2 columns: Service and Price. Includes INBOARD GAS (\$450.00), INBOARD DIESEL ENGINES (\$300.00), GENERATORS (\$150.00), OUTDRIVES (\$310.00), SAILDRIVES (\$150.00), and OUTBOARDS (ranging from \$150.00 to \$420.00).

BOAT SYSTEMS DECOMMISSION

(Materials are additional. T&M will apply on certain vessels. Cleaning if required, is additional T&M)

Table with 2 columns: Service and Price. Includes Air Conditioners (\$140.00-1st Pump, \$65.00 additional), Holding Tanks / Mascarators (\$75.00 each), Hot Water Heaters (\$65.00 each), Hull Fresh Water Inlet (\$35.00 each), Ice Makers (\$60.00 each), Marine Toilets (\$75.00 each), Pumps (\$25.00 each), Dishwashers/Washing Machines (\$35.00 each), Drain Water Tank (\$45.00 each), Fish boxes, bait wells (\$35.00 each).

NOTES:

- a. ENGINE WINTERIZATION: The technician flushes salt water cooling systems & introduces non-toxic antifreeze...
b. OUTBOARD WINTERIZATION: The technician follows factory recommendations for each engine...
c. OUTDRIVE WINTERIZATION: The technician removes and services the unit, checks pump, gear mesh...
d. SAILDRIVE WINTERIZATION: The technician services the unit, performs a general inspection...
e. ENGINE AND OUTDRIVE WINTERIZATION: All rates apply to engines and outdrives in RUNNING ORDER...
f. SHRINK WRAP- The customer must specify if they have a painted or colored hull...
g. SPRING ENGINE, OUTDRIVE AND SAILDRIVE COMMISSION - priced on a time and materials basis.
h. All boat yard services are subject to a 2% environmental compliance fee...

TERMS:

- 1. Dry storage is accepted on the basis that the yard does all work below the waterline. Wet storage boats are accepted "out of commission" and "owner is the caretaker".
2. Outside Contractors must be approved, in writing, in advance. Outside contractors must provide proof of insurance...
3. All rates are posted online and in the marina offices. Rates do not include taxes, fees, or assessments...
4. All charges must be paid before launching. Slip charges start three (3) days after launch.
5. The sales receipt is your bill. Payment is due upon delivery of service. Late charges 2%/month will be added...