



**OWN A BOAT FOR FREE!** When you put your boat in our charter management program! We are the largest and most established charter company on the West Coast, and offer a fantastic opportunity for you to own a yacht without it breaking your bank. **You can enjoy your power or sailing yacht at your discretion while benefiting financially from Marina Sailing's Professional Yacht Management Service!** In Marina Sailing's charter fleet, your boat will make money when you are not using it, and **you will realize amazing savings on your investment!**

### **Management Program**

#### **Benefits:**

- **Pride of ownership**
- **Personal use**
- **Income flow**
- **Tax advantages**
- **Professional maintenance**
- **Free Club Membership**
- **Discounts on boat gear**
- **Discounts on instruction**
- **Discounts on exotic cruises**

### **History and Philosophy**

*Marina Sailing has been in the charter and yacht management service in Southern California since 1962. Our philosophy is to offer outstanding personal service to our members and owners at the most competitive rates. We owe our success to the ability to market, manage, and maintain yachts at the highest possible standard. Marina Sailing understands the pride of ownership, and goes to great lengths to ensure that owners enjoy their yachts as much as possible, personally as well as financially. Owning a yacht couldn't be easier through Marina Sailing's Yacht Management Program, let us show you how!*

Placing a boat in charter offsets the costs of private ownership. The upkeep, maintenance, rental fees, and other expenses are substantially reduced or eliminated. Furthermore, your boat is maintained by our professional maintenance crew, so it is always ready to sail when you are!



## FINANCIAL ARRANGEMENTS:

The Marina Sailing Yacht Management Program is simple and straightforward: We keep your yacht busy when you're not using it and you will:

### **EARN MONEY TWO WAYS**

- ◆ Income Charter Revenue
- ◆ Tax Deductions

Our program makes it easy to keep track of your income and expenses with detailed summaries of your boat's charter activities in the form of:

### **STATEMENTS AND PAYMENTS**

- ◆ Sent to you monthly that detail the revenue generated and expenses incurred
- ◆ Owners receive a check monthly for charter revenue that exceeds costs

### **MAINTENANCE RECORDS**

- ◆ Sent to the owners with the monthly statements.
- ◆ All repairs are approved by the owner ahead of time.

## TAX BENEFITS:

Potential Income Tax Deductions: (Marina Sailing urges its owners to consult with their individual tax advisor).

- ◆ *Deduct interest from the debt payment*
- ◆ *Deduct annual yacht depreciation*
- ◆ *Deduct travel costs when you visit your yacht*
- ◆ *Deduct management fee paid to Marina Sailing*
- ◆ *Deduct slip fees*
- ◆ *Deduct property and sales taxes*
- ◆ *Deduct insurance costs*

## SAMPLE CHARTER ANNUAL REVENUE:

Type of Yacht	Catalina 380
Sales Price	170,000
Down payment	34,000
Amount Financed	136,000
Charter days/yr	100
Average daily price	369
Annual Charter Income	36,900
Expenses: slip fees, insurance, taxes, maintenance	(9,884)
Management fees (40%)	<u>(14,760)</u>
Total operating expenses	<u>(24,644)</u>
Loan Interest	(10,404)
Principal payment	(4,864)
Total Loan Payment	(15,268)
Annual depreciation	(17,000)
Total deductible expenses (less principal payments)	(52,048)
Taxable loss	4,696
Tax savings (28%)	
Net after tax income	\$6548





## MARINA SAILING'S YACHT OWNER SERVICES

Marina Sailing provides services to yacht owners in three distinct areas:

- ◆ Marketing (sales, service, and public relations)
- ◆ Member Services (training, sailing certification, safety, and recreational services)
- ◆ Technical Maintenance (yacht cosmetic preparation, repairs, and scheduled maintenance)

**MARKETING** - Marina Sailing keeps the yachts in the fleet generating revenue through a variety of activities, a diverse mix of public relations, and advertising activities:

- **NEWSLETTER** - The Mainsheet newsletter is published quarterly and distributed to Marina Sailing's members and owners. The newsletter lists the variety of activities designed to generate charter activity.
- **CHARITY AUCTIONS** - Marina Sailing donates free "Introductory Sailing Lessons" to charity fund drives. These free lessons bring in potential new members.
- **ADVERTISING** - Marina Sailing advertises in local and national sailing publications, and is listed as one of Southern California's premier charter organizations.
- **PUBLISHED ARTICLES** - Marina Sailing is regularly featured in newspaper and magazine articles, and the local chamber of commerce newsletters.
- **RECIPROCAL CLUBS** - Marina Sailing has relationships with 30 similar sailing clubs around the country, and their members receive membership privileges. Marina Sailing members enjoy reciprocal benefits at 30 similar sailing clubs around the country.

## MEMBER SERVICES

Marina Sailing takes pride in a hands-on approach to helping customers feel comfortable and confident when they charter your boat. A stringent adherence to rules, procedures, and qualifications is as important to boat owners as it is to charterers. You can be assured your investment is well protected.

### • SAIL TEST AND CHECK-OUTS

Everyone who qualifies to charter has either graduated from a certified sailing school, or has passed a detailed written and practical sail test.

### • ASA SAILING INSTRUCTION

Marina Sailing is an ASA (American Sailing Association) certified sailing school. All our instructors are ASA certified.

### • BOATING SAFETY

Marina Sailing has earned the Gold Standard Award for boating safety from ASA.

### • PROFESSIONAL USCG CAPTAINS

Marina Sailing employs licensed captains to offer 'skipped' charters to those who do not have personal expertise, or lack qualification to sail on their own.

## TECHNICAL/MAINTENANCE

Each Marina Sailing facility has staff dedicated to yacht maintenance and regular upkeep.

### • COSMETICS

Each yacht's exterior and interior is cleaned on a weekly basis. All boats are detailed with wax, varnish, and special cleaners.

### • FUEL/OIL/COOLANT

Boats are kept fueled at no expense to the owner. Oil and coolant are checked regularly and changed on a set schedule.

### • BOTTOM CLEANING

Each yacht has its bottom cleaned on a monthly schedule by Marina Sailing's contracted divers. Shaft and drive zincs are also checked and replaced as needed.

### • MECHANICS

Boat engines and related equipment are maintained per the owner's specifications. When specialized work is needed, discounts are passed on to the owners.

# SOUTHERN CALIFORNIA MARINA SAILING LOCATIONS



800-262-7245



www.marinasailing.com

Contact your local Marina Sailing office about becoming a Marina Sailing Yacht Owner!



## CHANNEL ISLANDS

(805) 985-5219

3001 Peninsula Road

Oxnard, CA 93035

CI@marinasailing.com

## LONG BEACH

(562) 432-4672 or (800) 784-0135

429 Shoreline Village Dr.

Suite M

Long Beach, CA 90802

LB@marinasailing.com

## MARINA DEL REY

(310) 822-6617 or (800) 262-7245

13441 Mindanao Way

Marina del Rey, CA 90292

MDR@marinasailing.com

## NEWPORT BEACH

(949) 548-8900

300 W. Coast Highway, Suite F

Newport Beach, CA 92663

NB@marinasailing.com

## REDONDO BEACH

(310) 318-2772

819 N. Harbor Dr.

Redondo Beach, CA 90277

RB@marinasailing.com

## SAN DIEGO

(619) 221-8286 or (800) 600-SAIL

2240 Shelter Island Drive

San Diego, CA 92106

SD@marinasailing.com

## FREQUENTLY ASKED QUESTIONS:

**Q. How often will my boat charter?**

**A. Sailboats under 35' charter between 100-150 days per year and boats 35-50' charter 70-125 days per year. Power boats charter between 50-100 days per year depending on size and type.**

**Q. Does Marina Sailing require any special equipment on the boats?**

**A. Yes. All sailboats must be equipped with wheel steering, furling headsail, diesel power, full galley and toilet facilities, VHF radio, stereo system, an inflatable dinghy, and a BBQ grill.**

**Q. What is the check out procedure before someone charts the boat?**

**A. Before anyone charts any boats, they must have successfully completed a sail training course, or taken and passed a written and practical sail test with one of our ASA certified instructors. Then each person is further checked out on each new boat they charter prior to taking it out.**

**Q. What kind of insurance do I need?**

**A. Because your boat will be used as business equipment, you will need commercial charter insurance. Marina Sailing's boat owners receive excellent 'group' rates and great coverage.**

**Q. How often can I use my boat?**

**A. Most of our members use their boats as often as they find time. However if you set your boat up as a business there are certain use restrictions the IRS will allow and we encourage you to consult with your tax advisor. The more you use the boat the less it is available for charter and the less revenue it will produce.**

**Q. What is the best boat for charter?**

**A. Sailboats and power boats both charter well. The most popular boats are between 28 and 34 feet. The larger boats, 35' and over charter very well in the summer months. The most popular large boats have three or four private staterooms. Call your local office to see what sizes of boats are needed. The largest boat we will take is 50', the smallest is 26'.**