

## Sail Share Program vs Boat Ownership Costs

Joining the Sail Share program costs much less than buying a boat. Sail Share dues start at under \$100 per month when you first join and start at \$136 per month when you become part of the Big Boat+program. The dues include unlimited boat usage while maximizing your precious time by having you spend it on-the-water having FUN! You don't incur any initiation costs or one-time set-up fees. All costs associated with boat ownership are taken care of. Dollar for dollar, the Sail Share program offers excellent value and a much more trouble-free way to enjoy the water.

<b>CLUB MEMBERSHIP (Options)</b>	<b>BOAT OWNERSHIP (\$18,000 Boat)</b>
<b>INITIAL CAPITAL REQUIRED</b>	<b>INITIAL CAPITAL REQUIRED</b>
ONE-TIME initiation/set-up fees \$0	10% down payment \$1,800
Outfitting (life jackets, race & safety equip, etc.) \$0	Outfitting (life jackets, race & safety equip, etc.) \$1,000
<b>Total Initial Capital Req'd \$0</b>	<b>Total Initial Capital Req'd \$2,800</b>
<b>ONGOING MONTHLY EXPENSES</b>	<b>ONGOING MONTHLY EXPENSES</b>
<b>Monthly Dues</b> (no loan to repay) \$136-\$150	<b>5-year Monthly Loan</b>
Insurance \$0	Insurance \$34
Winter/summer & haul-out/haul-in fees \$0	Payment (5%) \$305
Maintenance & fuel \$0	Winter/summer & haul-out/haul-in fees \$117
<b>TOTAL MONTHLY EXPENSE \$136-\$150</b>	Maintenance & fuel \$54
	<b>TOTAL MONTHLY EXPENSE \$510</b>

### SAVE TIME AND MONEY

Boat owners use their boats an average of 15 times annually (NMMA). Therefore, based on the monthly expenses listed above, it will cost the average boat owner approximately \$408 per use. In order to properly maintain a boat in clean and safe operating conditions, between one to two hours per outing should be spent on covering/uncovering, cleaning, and maintenance. Additionally, a boat should be serviced every season by a qualified service technician. Boat owners who have to trailer their boat will spend 2½ to 3 hours per outing preparing the boat, launching, loading, and stowing the boat.