



# SAVE UP TO 40% WHEN YOU CHARTER WITH ANCHOR

2023 HANOVER 305 30 | \$199,999



TAX REBATE  
**\$80,000**

*\*In year 1 or over multiple years*



OFFSET COSTS  
**\$58,500**

*\*per year @ 6 charters per month*

## EARN UP TO 20K PER MONTH

- ✓ Offset the cost of your boat
- ✓ Huge tax write-off
- ✓ Trusted Captains & Crews
- ✓ Dedicated concierge team
- ✓ Set your own rates & availability

For information about chartering this vessel, please contact Anchor:

**ZACH HATRAF**  
PRESIDENT & CEO  
1 (314) 852-3534  
zach@anchorrides.com

**CHELSEA UMANA**  
DIRECTOR OF FLEET OPERATIONS  
1 (818) 922-4610  
chelsea@anchorrides.com

Learn more about  
Anchor's Charter  
Program here



Operations in Gulf, All of FL, Midwest, East Coast



*Disclaimer: The information contained herein solely represents the views and opinions of "Anchor" and does not necessarily represent the views of the Broker or Dealer. This material has been prepared for informational purposes only, and is not intended to provide, and should not be relied on for, tax, legal or accounting advice. You should consult your own tax, legal and accounting advisors before engaging in any transaction.*

# PROFIT & LOSS

*\*We are not licensed CPAs or Tax Lawyers.  
This P&L is used for educational and estimating purposes only.*

	<u>Cost</u>	<u>Unit</u>	<u>Monthly</u>	<u>Annual</u>	<u>Notes</u>
FIXED COSTS	Asking (Sale) Price	\$ 199,999.00	one-time	N/A	\$ 199,999
	Add-ons / Upgrades (buyer)	\$ -	one-time	N/A	\$ -
	<b>Total Value</b>	<b>\$ 199,999.00</b>			<b>\$ 199,999</b>
	Est. Section 179 Incentive	\$ (79,999.60)			<b>\$ (80,000)</b> <i>assumes 40% tax rate</i>
	<b>Yacht Cost after tax*</b>	<b>\$ 119,999.40</b>			<b>\$ 119,999</b> <i>*adjusted cost w/ tax deduction</i>

ANCHOR FEES	Charter Management Fees	\$ -	N/A	\$0.00	\$ -
	Est. Preventative Maint. & Wash <i>(compare to full-time Captain salary)</i>	\$ (30.00)	per foot per month	-\$900.00	<b>\$ (10,800)</b> <i>Annual</i>

	<u>Half-day - 4 hours</u>	<u>Full-day - 8 hours</u>	<u>Add-on hours</u>	<u>Monthly</u>	<u>Annual</u>	
REVENUE	Owner Rental Income	\$500.00	\$750.00	\$112.50	\$3,250.00	\$39,000.00
	Fuel Reimbursement	\$250.00	\$375.00	\$62.50	\$1,625.00	\$19,500.00
	Captain <i>(paid by Anchor)</i>	\$275.00	\$400.00	\$50.00	\$1,775.00	\$21,300.00
	Mate <i>(paid by Anchor)</i>	\$0.00	\$0.00	\$20.00	\$0.00	\$0.00
	Cleaning <i>(paid by Anchor)</i>	\$60.00	\$60.00	\$0.00	\$360.00	\$4,320.00
	Auto-gratuity <i>(paid by Anchor)</i>	\$96.88	\$143.75	\$22.81	\$628.13	\$7,537.50
	Anchor Booking Fee	\$96.88	\$143.75	\$22.81	\$628.13	\$7,537.50
	<b>TOTAL RETAIL</b>	<b>\$1,552.50</b>	<b>\$2,265.00</b>	<b>\$348.75</b>	<b>\$10,027.50</b>	<b>\$120,330.00</b>
	Projected frequency	5	1	0	6	
	<b>Owner Net Operating Revenue</b>	<b>\$ 750.00</b>	<b>\$ 1,125.00</b>	<b>\$ 175.00</b>	<b>\$ 4,875.00</b>	<b>\$ 58,500.00</b>

*Note: Anchor's software complies with USCG reg's and pays Captain and Crew directly. Fuel is also reimbursed as a separate line item. Owners earnings in GREEN*

REFERRALS	Suggested Retail	\$1,552.50	\$2,265.00	\$348.75	\$ -	\$ -
	List Price (base rate)	\$968.75	\$1,437.50	\$228.13	\$ -	\$ -
	<b>Referral Amount</b>	<b>\$145.31</b>	<b>\$215.63</b>	<b>\$34.22</b>	<b>\$ 145.31</b>	<b>\$1,743.75</b>
	Projected frequency	1	0	0	1	
	<b>Referral Income</b>	<b>\$ 145.31</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 1,743.75</b>

*Note: Referral income can vary based on owner pricing preferences (discounts/premiums). Affiliate profile required.*

VARIABLE COSTS	Charter Licenses	\$ -	Annual	\$0.00	\$ -
	Charter Preparation	\$ (500.00)	One-time	-\$500.00	\$ (500)
	Dockage	\$ (30.00)	per foot per month	-\$900.00	\$ (10,800)
	Water & Electric	\$ (300.00)	per month	-\$300.00	\$ (3,600)
	Charter Maintenance & Repairs*	\$ (500.00)	per month	-\$500.00	\$ (6,000)
	Insurance est.	2.25%	of hull value	-\$375.00	\$ (4,500)
	<b>TOTAL Costs</b>			<b>-\$2,575.00</b>	<b>\$ (25,400)</b> <i>Annual</i>

*\*does not include regularly scheduled service costs. Additional service will be required on all vessels (regardless of charters)*

PAYBACK	Net Rental Income	\$ -		\$ 4,875.00	\$ 40,744	<i>*fuel reimbursement excluded</i>
	TOTAL Costs	\$ -		\$ (3,475.00)	\$ (36,200)	<i>*mortgage &amp; service excluded</i>
	<b>Annual Net Operating Income</b>	<b>\$ -</b>		<b>\$ 1,400.00</b>	<b>\$ 4,544</b>	

## NEED INSURANCE?

Not fully committed to an annual policy? Ask us about AnchorCover.  
The only per-use insurance program on the market.



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