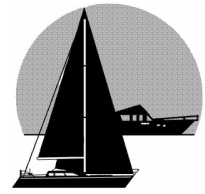


Willsboro Bay Marina, Inc.



Marina & Boatyard Rates:

Dockage for Summer 2010 (*unchanged from 2009*)

Water, pump-outs, and electricity (30 amp 120 volt receptacle, 30 amp circuit breaker shared by two boats) are included. Extra or larger electrical receptacles are available for an additional fee. You may qualify for one or both of the discounts offered below.

Standard dockage rate	\$ 87.00 per foot (24 feet minimum rate)
Premium program	\$ 99.00 per foot (24 feet minimum rate)

Standard dockage clients are obligated by contract to inform the marina when they are certain that the slip will be vacant overnight and the marina may then use the slip for transient dockage. Premium program participants are exempt from this requirement and the marina will **not** assign their slips to transient use.

Cash discount (if paid by cash, check or money order) - 2.00 per foot

Dock 5 slips are subject to a minimum rate based on finger pier length (40, 45, or 50 feet). Dockage deposits and other dockage payments made for 2010 are not refundable and will **not** be applied to storage charges, subsequent year's dockage, nor other marina services.

Winter Storage Package 2009-2010

Haul boat, scrub painted bottom (unpainted bottoms may not be fully cleaned), winter storage; launch in spring 2010 with owner present. Prepaid launching is **not** transferable to another boat, refundable, or applicable to any other service. Winter storage ends on June 20, 2010 and summer storage fees of \$20.00 per foot will apply to all boats remaining on land after June 20, 2010.

Placed by owner's cradle on small hydraulic trailer	\$ 23.00 per foot (24' minimum) + sales tax
Placed by owner's cradle on large hydraulic trailer	25.00 per foot (24' minimum) + sales tax
Discount for integral steel cradle blocking	- 1.00 per foot
Placed by Travelift (or stationary or rental cradle)	33.00 per foot (26' minimum) + sales tax
Launching without owner present	150.00 extra + sales tax

Terms: Payment of full package price due the 20th of the month after haul out, or regular separate rates for haul out, storage, and launching will apply.

Haul Out Only

Placed by small hydraulic trailer or owner's trailer	\$ 11.00 per foot (24' minimum)
Placed by large hydraulic trailer	13.00 per foot (24' minimum)
Placed by Travelift	17.00 per foot (26' minimum)

Boat Stand Rental (For summer or winter season)	\$ 28.00 per boat stand per season
Boat Storage Only (For summer or winter season)	20.00 (24'/26' minimum) per foot*season
Mast Storage (For summer or winter season)	175.00 per mast per season
Launch Only	10.00 (24' minimum) per foot
Loading or Unloading Fee	17.00 (26' minimum) per foot

Additional charges will apply to loading, unloading, launching and hauling from November to April. New York State & local sales taxes will be added to all charges except dockage.

Willsboro Bay Marina, Inc.

Service Department Rates:

Technician labor rate	95.00 per hour (85.00 per hour for home fleet)
Use or installation by marina service dept of items, parts, materials, or supplies not purchased through marina service dept – surcharge of 15% of list price of these items will apply.	
Crane fee for mast stepping & unstepping	85.00 flat fee for crane, plus labor
Outboard Motor Winterizing (2 cycle, 15 hp and smaller)	85.00 per motor [Does not include changing of engine oil, oil filter, or fuel filters]
Outboard Motor oil & filter change (4 cycle under 15 hp)	50.00
Outboard Motor fuel filter change (15 hp and smaller)	30.00
Outboard Motor Storage (15 hp and smaller)	85.00 per motor per season [Motors must be winterized before storage; the storage facility is not heated.]
Outboard Motor oil & filter change (4 cycle under 15 hp)	50.00
Outboard Motor fuel filter change (15 hp and smaller)	30.00
Remove or reinstall Plastimo dock fender	15.00 per fender

Trailerable Sterndrive Service Package

Change engine oil and filter, change fuel filters, add fuel stabilizer to fuel tank, fog cylinders, winterize engine, change lower unit oil, and winterize bilge pump. Flat rate charge includes allowance for up to 2 gallons of -100°F antifreeze, 5 quarts motor oil, 40 ounces of gear lube, and up to \$25 in filters. Additional materials required will result in additional charges. Additional charges also apply for hauling, launching and water system and head winterizing. \$ 400.00 plus sales tax

Additional charge to remove sterndrive, lubricate universal joints and inspect bellows – we recommend this service every 2 years

Mercruiser flat rate	\$ 130.00 plus sales tax
All others	time & material

Trailerable 2-Cycle Outboard Service Package

Change fuel filters, add fuel stabilizer to fuel tank, fog cylinders, change lower unit oil, and winterize bilge pump. Flat rate charge includes allowance for up to \$20 in filters; additional or more costly filters will result in additional charges. Additional charges also apply for hauling, launching and water system and head winterizing.

\$ 200.00 plus sales tax

Trailerable 4-Cycle Outboard Service Package

Change engine oil and filter, change fuel filters, add fuel stabilizer to fuel tank, fog cylinders, winterize engine, change lower unit oil, and winterize bilge pump. Flat rate charge includes allowance for up to 5 quarts motor oil, 40 ounces of gear lube, and up to \$20 in filters. Additional materials required will result in additional charges. Additional charges also apply for hauling, launching and water system and head winterizing.

\$ 325.00 plus sales tax

Trailerable Boat (22 feet and smaller)

Haul out on ramp	\$ 85.00 plus sales tax
Outdoor winter storage	275.00 plus sales tax
Launch on ramp with owner present	85.00 plus sales tax
Pressure wash bottom (see note below)	80.00 plus sales tax

 Note: Pressure washing will not remove all fouling from unpainted bottoms or from boats brought to us by land, as the fouling has hardened onto these boats.

New York State & local sales taxes will be added to all charges.

