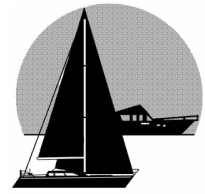


# Willsboro Bay Marina, Inc.

## Marina & Boatyard Rates:



### Dockage for Summer 2012

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 \$500 per season. You may qualify for one or both of the discounts offered below.

Standard dockage rate - \$95/foot dock 5, \$93/foot docks 1, 2, 3 or 4  
Premium program \$108/foot dock 5, \$106/foot docks 1, 2, 3 or 4

Dock 5 slips are subject to a minimum rate of 42 feet on 40 foot fingers, 45 feet on 45 foot fingers, and 50 feet on the 50 foot and 60 foot fingers. Minimum rate of 24 feet applies on docks 1, 2, 3 and 4.

Surcharge of 10% of the above rates will apply to all oversized boats currently at the marina: sailboats 51 feet and over, low profile powerboats 48 feet and over and high profile powerboats 43 feet and over. No additional oversized boats will be accepted.

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 fully paid by cash, check or money order) - 2.00 per foot  
Advance prepay discount (if reservation fee of \$1,000 paid by Sept 1, 2011  
& remaining balance paid by March 20, 2012) - 2.00 per foot

Dockage reservation fees and other dockage payments made for 2012 are **not** refundable and will **not** be applied to storage charges, subsequent year's dockage, or any other marina services.

### Winter Storage Package 2011-2012

Haul boat after owner brings boat to pier, scrub painted bottom (unpainted bottoms may not be fully cleaned), winter storage; launch in spring 2012 with owner present. Prepaid launching is **not** transferable to another boat, refundable, or applicable to any other service. Winter storage ends on June 20, 2012 and summer storage fees of \$24.00 per foot will apply to all boats remaining on land after June 20, 2012.

On owner's cradle carried on hydraulic trailer	32.00 per foot (24' minimum)
On owner's cradle with integrated steel blocking, on hydraulic trailer	29.00 per foot (24' minimum)
Placed by Travelift on owner's cradle	40.00 per foot (35' minimum)
On rental cradle, rental boat stands or owner's boat stands	42.00 per foot (35' minimum)
Owner not present at haul out to bring boat to pier	4.00 per foot surcharge
Owner not present at launching	5.00 per foot surcharge
Dockage reservation fee paid, completed and signed request form returned and haul out date scheduled by Sept 1, 2011	2.00 per foot discount
Failure to accept normal scheduled haul-out appointment and ...	
... squeezed in as extra overtime boat on a normal scheduled day	6.00 per foot surcharge
... hauled after October 20, 2011	12.00 per foot surcharge

All boats remaining at dock after October 20, 2011 will be hauled and fully winterized at **double** the rates above unless special arrangements are made in advance.

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

Haul out only, owner's cradle carried on hydraulic trailer	15.00 per foot (24' minimum)
Haul out only, all others	20.00 per foot (35' minimum)
Boat Stand Rental (For summer or winter season)	30.00 per boat stand per season
Boat Storage Only (For summer or winter season)	24.00 (24'/35' minimum) per foot per season
Mast Storage (For summer or winter season)	200.00 per mast per season
Launch Only	12.00 (24' minimum) per foot
Loading or Unloading Fee	20.00 (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, general	90.00 per hour
Technician labor rate for work on used waste systems	103.50 per hour

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	90.00 flat fee for crane, plus labor
Outboard Motor Winterizing & fuel filter change (15 hp and smaller)	
2 cycle	120.00
4 cycle (also includes oil & oil filter change)	170.00
Outboard Motor Storage (15 hp and smaller)	90.00 per motor per season
[Motors must be winterized before storage; the storage facility is <b>not</b> heated.]	
Remove or reinstall Plastimo dock fender	17.00 per fender
Laborer hourly rate	54.00 per hour

### 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. \$ 425.00 plus sales tax

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

Mercruiser flat rate	\$ 140.00 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. \$ 215.00 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. \$ 350.00 plus sales tax

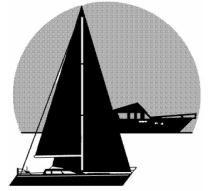
### Trailerable Boat (23 feet and smaller)

Haul out on ramp	\$100.00 plus sales tax
Outdoor winter storage	290.00 plus sales tax
Launch on ramp with owner present	100.00 plus sales tax
Pressure wash bottom (see note below)	85.00 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.*

# Willsboro Bay Marina, Inc.



## Campground Rates:

**Annual Campsite rental – November 1, 2011 to October 31, 2012** **\$2,100**

This charge will be billed and payable in Spring of 2012. Campsite rental charges will be pro-rated for early departure but will **not** be adjusted for late arrival.

*Water, electricity, and gray water drainage are included from mid-May through late October. Portable holding tanks are pumped out free of charge if taken to our boat pump out facility between mid-May and late October.*

*Seasonal dockage clients receive a 20% discount off campsite rental.*