

Proforma, Invoice

Bay Yacht Agency

Thursday, October 13, 2011

MMA, Inc. T/A Bay Yacht Agency
 326 First St. Suite 29, Annapolis, MD, 21403
 (410) 263-2311 info@bayacht.com

BYA I.D. Pkg. 7085 60 F
 BYA Chesapeake Bay (LGC), Package
 Prepared for:

Pkg. I.D.	Option and accessories Desc...
Proforma	

Other

Isara 50 w/ 2XYanmar40 (75HP) Diesels, Shaft or sail drive avail
 2-4 cabins, specify layout
 Ask about custom layouts
 3 interior decorator packages
 Std. Fixed Keels, Daggerboards available
 Hybrid power option available

SRV053 Commissioning, Transport & Launch from factory

SRV053 Exportation fees paid
 Ocean delivery insurance, Inc.
 Ocean Freighter delivery, U.S. East Coast port, inc.-est.
 Custom Brokers fees, Paid
 Handling and setup for BAB by LGC-Chesapeake
 Includes setting up log sheets, web site, etc.
 Training of check out personal & create maint log
 Turn around fee for owner's use--per agreement
 Advertising and promotional fee, inc.
 See final Mgt. Agreement for details.

1 NOTE: In some cases, your bank may require that you obtain a LLC
 A LLC Letter of credit may be required.
 Normally, payment is required on completion.
 If payment cannot be made, an LLC may be required.
 Additional settlement costs may be incurred.

1 SETTLEMENT COSTS: not normally incl. in your Purchase Agreement
 SETTLEMENT COSTS might include:
 C.G. & Documentation fees (arranged by bank)
 Any entity formed, such as an LLC
 Letter of Credit charges.
 Ask for details or an estimate.
 U.S. Duty paid-est, inc., Est.

Other

1000 Check out, inspection, adjustments, final sea trials in U.S. Inc.
 Includes assigning/installing U.S.C.G. Numbers
 Comm.Included:<http://www.bayacht.com/aaa/fp/Comm-FP.pdf>
 Calibrate wind and speed instruments
 Delivery fuel and check tanks & fluids
 Install Propane in lieu of Butane w/valves
 Name & Hailport--custom graphics extra
 Shore power cord, inc. (2 recep if A/C installed)

Thursday, October 13, 2011

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Prepared for:

Signed: _____ Buyer _____ Date _____ Seller _____ Date

Commissioning, included items-See Commissioning U.S. Port #1000
Eng check oil change, on both engines receipt com
Clear boat through customs-handle delviery crew
Review check list with delivery crew.
Complete owner check out and sea-trials
Slip space inc. for time of commissioning.
Commissioning/Delivery from yard to commissioning base
Haul/change drive oil/install thru hulls
Check Rig standing/running rigging.Bottom pt
Includes complete C.G. & Safety equipment.
Ground Tackle, docklines and fenders
Complete check out and familiarization.

Deck Gear

2 large storage lkrs forward of mast, & separate anchor lkr
Windlass and chain locker forward of mast
2nd Swim ladder
Inc.
All sail controls led to helm station
Seating for 6, with additional sun lounge
Anchor- Windlass 1, w. garage
Cockpit cushions,
Cockpit table
Includes bnch and side seating
Cockpit, transome steps and deck covererd with teak
Davits- Dinghy davits, std. with self tailing winch
Std.
Full battoned main (flat top), Furling Genoa , overlapping Genoa
Main 97.64 m2
Genoa 52.61 m2
Overlapping Genoa 150.25 m2
Gennaker on Furler w.gear
Hard Bimini w/lighting
Includes mood lighting
Helm and VIP cushions
Helm station Bimini, Std.
Hydraulic steering system, w/auto pilot
Lazy bag (sail cover) Std.
Led, navigation lights
Inc.
Life raft storage compartment aft.
Sail- Full battened main sail w/3 reefs
Std. Flat top, performance sail
Sail- Genoa with roller furling
Std.
Swim ladder std
Teak decks
Transom steps & cockpit in teak std.
Transome storage lkrs for Garbage storage and dive equipment
Inc.
Tripple helmsman seat

Pkg. I.D. **Option and accessories Desc...**

Under water hull lights
Inc.
Upper flybridge, Lounge deck
Winch- Dinghy davit
Winches and Genoa track, Harken
2 speed, electric halyard
Genoa, 2X 2 speed al. self tailing
Main sheet, Al 2 sp, self tailing
Remote windlass control UP/DOWN switch
At helm
Anchor- 60 meters of metric anchor chain 3/8 BBB
Confirm a match to windlass Gypsy

Hull,Exterior

Direct drive engines
Ask about other drive combinations
Antifouling bottom paint TBD
Epoxy primer
Electric fuel monitoring system, with sight gages

Interior

2 cabin arrangement--specify port or starboard
Or Owners wing see layout
3cabin arrangement--specify port or starboard
Or Owners wing see layout
Child friendly interior with rounded corners on furniture
Complete LED lighting system
Courtesy lighting
Folding, high-low saloon table-
Est.
Interior - New England, as seen in rendering
Specify Choice of fabrics; ask
or Manhattan or Classic-specify
Main Saloon, 30% greater volume
Use of mast load arch
Allows cabin to extend forward of mast.
Plug in for Audio visual equipment all cabins
Queen sized beds with sprung mattresses
Saloon curtains
Screens for hatches and ports
Wet locker for foul weather gear

Plumbing

Bilge pumps in each hull with manual backup, CE compliant
Electric heads, electric, quiet flush--full size--all heads
All with Aluminum holding tanks.
Lockable valve for direct overboard discharge.
Grey water holding tanks with by-pass
3 w/Tecma San iflow Grey sump pumps
Hot and cold deck shower
Kubler level tank monitor system at main panel
Shower sumps with drains, all heads

Pkg. I.D. **Option and accessories Desc...**

Water maker std.

Electrical/Electronic

110V Electrical System 50 Amp & 30 amp
,
|
110V water heater element
Battery monitor system
Electronics, Ray Marine sailing instruments
 Wind/depth/speed
 Ask about other brand options.
Generator Onan 13kva, std.
Inverter charger
Isolatioed propulsion motor/domestic battery banks
Raymarine E120W Chartplotter Touch Screen
 Mounted at helm station
 w/WAAS 125, bracket
 Second E series at Nav station
Raymarine E90W Chartplotter Touch screen
 Mounted at Nav. Station
Raymarine joystick, remote at Nav station
 Mounted at Nav. Station
Smart, wireless autopilot remote, inc.
TV w/ DVD/CD/FM player w/two sets of speakers-main saloon
 Speakers pre-wired to all sleeping cabins
VHF antenna, installed at mast head
 Hi gain ant and wiring
VHF w/Command mic
 Primary unit below, Remote mic in cockpit
 add mast speaker for loud hailer capability
Wiring 110v water heater element to panel
50' 50 Amp 220 V Cord Y Adaptor for Most Marinas

Comfort & Convenience

Cockpit molded galley area with sink and plumbing-std.
 Ice maker inc.
 Beverage cooler inc.
Dish washer
Electric, 4 burner stove and oven
Full boat A/C-Factory
Large capacity, extractor fan
Large, double ss Frig & Freezer-std.
 See extra capacity options
Cabin fans for each cabin (8)

Misc. Equipment

Owner's locker with lock installed.Est.
 Facilitates owner having a place to store personal
 Location varies with boat and owner requirement.
 Discuss with commissioning/Project Mgr

Pkg. I.D. **Option and accessories Desc...**

Galley gear for charter service--Initial set up
includes pots, pans, flatware, cutlery
pillows and blankets
Additional flatware and linens may be required
and billed seperately by base
AAA Pkg: Additional equipment and set up for Charter Management
Incl LGC set up-see separate
Includes extra charter equipment
2nd anchor and ground tackle
Extra permanent lines at slip and take with liines
Galley equipment inc.

Proforma

\$1,359,797.00

*NOTE: This is a sample quotation valid only when referenced to a valid purchase agreement. **Package Total** \$1,359,797.00
Bay Yacht Agency reserves the right to withdraw this offer, or change prices up until the time of an accepted, final agreement signed by the affected parties. BYA may adjust prices for items shown as estimated. Buyer should request final confirmation of estimated prices within 14 days of final agreement or else BYA reserves the right to adjust prices up to 10% of amounts shown. Items deleted after 14 days of the contract date, may be affected by additional charges of up to 15% of the contracted prices. Items added after the original invoice are posted at then current, published prices*

Prepared for:

Signed: _____ Buyer _____ Date _____ Seller _____ Date _____