POINTE MARINE ASSOCIATION, INC.

350 Cihak, N. Muskegon, MI 49445 | Phone: 231-744-3236 | Fax: 231-744-4170 | Email: frontdesk@pointemarine.com

2026 WINTERIZING SERVICE & RATE SHEET

LABOR RATES & SHOP SUPPLIES POLICY

- **Service Labor Rate:** $125.00 / hr (Members) | $145.00 / hr (Non-Members)
- **Shop Supplies:** An additional charge of 10% per hour of labor charged will be added to cover shop supplies.

IMPORTANT MANDATORY REQUIREMENTS & OPERATIONAL FEES

- **Mandatory Holding Tank Pump-Out Prior to Haul-Out:**
All boat holding tanks MUST be thoroughly pumped out prior to haul-out. If any sewage remains in the holding tank, odors disperse throughout our indoor facility during storage, which we strictly avoid. **Pump-out rates: $16.00 for Members | $20.00 for Non-Members.** If your boat is not pumped out prior to haul-out, Pointe Marine will perform the pump-out and charge the boat owner accordingly. All heads must be pumped out if we are winterizing your holding tank.

- **Drive boat to haul-out well ($100.00 Member, $125.00 Non-member):**
A fee will be charged if Pointe Marine staff must drive your boat to the Travelift well for haul-out. **FEE WAIVER EXCEPTION:** This fee is waived if scheduling changes are initiated by Pointe Marine (e.g., if there is a delay in our schedule, or if Pointe Marine needs to pull your boat early to fit a specific spot in the building).

GENERAL YARD & EQUIPMENT SERVICES

Service Description	Billing Basis / Notes	Member Rate	Non-Member Rate
Service Labor Rate	Per Hour (0.5 hr minimum)	$125.00 / hr	$145.00 / hr
Yard Labor Rate	Per Hour (0.5 hr minimum)	$75.00 / hr	$95.00 / hr
Travel lift Haul-Out & Set	On jack stands, cradle, or trailer	$7.00 / ft	$9.00 / ft
Travel lift Haul & Hold in Slings	Per linear foot rate	$6.00 / ft	$8.00 / ft
Travel lift Launch	Per linear foot rate	$7.00 / ft	$9.00 / ft
Pressure Wash Painted Bottoms	Per foot rate (hoisting boat not included)	$3.00 / ft	$4.00 / ft
Acid Wash Bottoms	Per linear foot rate	$7.00 / ft	$8.50 / ft
Acid Wash Water Line	Per linear foot rate	$2.75 ft	$3.75 / ft
Jump Start Service	Flat labor time	0.50 Hr	0.50 Hr
Boat Drive to Travel lift Well/Deliver boat back to slip	If staff drives boat to well (waived if PM changes schedule)	$100.00	$125.00

Service / Package Name	Description & Scope	Labor / Rate Details
I/O Package #1: Basic Winterization	Stabilize fuel, drain cooling system, run antifreeze through engine, check fluids.	1.0 Hr Per Engine + Materials
I/O Package #2: Winterization + Oil Change	Stabilize fuel, drain cooling system, run antifreeze through engine, change engine oil & filter.	Single Engine: 2.0 Hrs + Materials Twin Engine: 3.5 Hrs + Materials
I/O Package #3: Winterization, Oil Change & Outdrive Service	Stabilize fuel, drain cooling system, run antifreeze through engine, change oil & filter, change outdrive fluid,	Single Engine: 3.5 Hrs + Materials Twin Engine: 6.0 Hrs + Materials
Inboard Engine basic Package	Stabilize fuel, run antifreeze through engine.	1.25 Hrs Per Engine + Materials
Outboard Engine Package	Stabilize fuel, check lower unit for water, run antifreeze through engine.	1.0 Hr Per Engine + Materials
Sailboat Engine Package	Stabilize fuel, run antifreeze through engine.	1.0 Hr Per Engine + Materials
Diesel Engine Winterization	Complete diesel engine winterization protocol.	Time and Materials
Winterize Generator	Complete generator winterization routine.	1.0 Hr + Materials
Winterize Fresh Water System	Run non-toxic antifreeze through all fresh water lines.	$3.00 Per Lineal Foot + Materials
Winterize Head & Pump Holding Tank	Includes complete pump-out and system winterization.	0.75 Hr + Materials + (Pump-out: $16 Member / $20 Non-Member)
Winterize Air Conditioning	Per A/C unit.	0.50 Hr Per Unit + Materials
Winterize Ice Maker	Per ice maker unit.	0.50 Hr Per Unit + Materials
Fog Engine Only	Engine fogging service.	0.50 Hr Per Engine + Materials
Add Fuel Stabilizer	Treatment of fuel tanks.	Time and Materials
Engine Oil & Filter Change (Gas)	Oil and filter replacement for gas engines.	1.0 Hr Per Engine + Materials
Engine Oil & Filter Change (Diesel)	Oil and filter replacement for diesel engines.	Time and Materials
Engine Oil & Filter Change (Generator)	Oil and filter replacement for power generator.	1.0 Hr Per Engine + Materials
Fuel Filter Replacement	Primary / secondary fuel filter replacement.	Time and Materials
Change Gear Lube – Single prop	Outdrive gear lube service.	0.50 Hr Per Outdrive + Materials

Service / Package Name	Description & Scope	Labor / Rate Details
Change Gear Lube- Dual prop	Outdrive gear lube service.	.75 hr Per Outdrive+ Materials
Outdrive Service Only	Outdrive maintenance service.	1.0 Hr Per Outdrive + Materials