# BoatAngel



Greetings from Boat Angel! We would like to thank you for your donation. Enclosed you will find a questionnaire, our official IRS confirmation letter and a disposable camera. After you send back the requested items your donation will be sold on our charity auction website and then picked up promptly. In order to begin this process we will need your assistance. Everything we request from you is detailed below.

#### **PHOTOS**

This package contains a disposable camera. In order for Boat Angel to sell your vessel a recent and adequate set of photos is needed. The following are notes on what to do with your disposable camera. If you are unable to obtain photographs please contact us and we may be able to help.

- We need a full evaluation of your vessel with photographs INTERIOR AND EXTERIOR
- If you have a sailboat or large vessel with a cabin, we must have clear well lit interior shots
- PLEASE USE THE FLASH IN DARK PLACES PLEASE DO NOT PHOTGRAPH AT NIGHT TIME
- If something on your boat is broken, we need a photograph of it
- Engine photographs, if there is no engine please take a picture of where the engine should be
- A shot of the entire boat from the port or starboard side
- Photos of any extra items included with the boat (sails, rigging, depth finder, engine parts, life jackets, etc.)
- If your vessel is covered we need photos with the COVER OFF
- Don't take the same photograph twice, there are 27 exposures on the camera DO NOT DEVELOP
- Please make sure to keep your fingers away from the lens

If you would like to expedite the process please email a MINIMUM of 15 photographs to <u>PHOTOS@BOATANGEL.ORG</u> and fill out a online submission for at <u>www.boatangel.org/submission</u>

\*Boat Angel reserves the right to reproduce, edit, and publish the photographs in order to process the donation

#### **OWNERSHIP DOCUMENTS**

We need an original or photocopy of the original title and/or registration for your boat, trailer and outboard engine (if applicable). Please contact us prior to returning package if you have no ownership documents, as laws/regulations vary state to state.

#### **QUESTIONNAIRE**

Please take a few extra minutes to fill this out COMPLETELY and ACCURATELY also include any extra comments on the note page. We do not expect you to know the answers to all questions. Please be as accurate as possible on the questionnaire. We must have the most recent and accurate description of the vessel. The more detailed this questionnaire is completed the better we can represent the item when we list it on our charity auction website.

Thank you for your time! Please call us toll free at **1-800-227-2643** if you have any questions. You will receive an 1098-c tax receipt immediately via email and mail when we finalize the donation process.

### Boat Angel Outreach Center Tax ID 421619552 ● Toll Free 1-800-227-2643 ● Direct 602-903-1844 ● Fax 480-668-4855 1745 N ASHBROOK CIRCLE, MESA AZ 85213

Expedite donation process, complete online form <u>boatangel.org/submission</u> contact via telephone once submitted Email digital photographs to <u>PHOTOS@BOATANGEL.ORG</u> or contact us we may be able to send a photographer

INTERNAL REVENUE SERVICE P. O. BOX 2508 CINCINNATI, OH 45201

Date: AUG 2 2 2007

BOAT ANGEL OUTREACH CENTER C/O LARRY C HOWLETT 631 NEWBERRY ST BOWLING GREEN, KY 42103-0000 DEPARTMENT OF THE TREASURY

Employer Identification Number: 42-1619552 DLN: 17053328020046 Contact Person: ID# 75069 KAREN T HOOD Contact Telephone Number: (877) 829-5500 Accounting Period Ending: December 31 Public Charity Status: 170 (b) (1) (A) (1) Form 990 Required: No Effective Date of Exemption: February 24, 2004 Contribution Deductibility: Yes

#### Dear Applicant:

We are pleased to inform you that upon review of your application for tax exempt status we have determined that you are exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code. Contributions to you are deductible under section 170 of the Code. You are also qualified to receive tax deductible bequests, devises, transfers or gifts under section 2055, 2106 or 2522 of the Code. Because this letter could help resolve any questions regarding your exempt status, you should keep it in your permanent records.

Organizations exempt under section 501(c)(3) of the Code are further classified as either public charities or private foundations. We determined that you are a public charity under the Code section(s) listed in the heading of this letter.

Please see enclosed Information for Exempt Organizations Under Section 501(c)(3) for some helpful information about your responsibilities as an exempt organization.

BOAT ANGEL OUTREACH CENTER

We have sent a copy of this letter to your representative as indicated in your power of attorney.

-2-

Sincerely, 1. Con

Robert Choi Director, Exempt Organizations Rulings and Agreements

Enclosures: Information for Organizations Exempt Under Section 501(c) (3)

DONATION SUBMISSION FORM Boat Angel Outreach Center Tax ID + 421619552						
1745 N Ashbrook Circle, Mesa, Toll Free ♦ 1-800-227-2643	AZ 85213-3414 Fax ♦ 480-668-4855					
PLEASE PRINT						
Email Address	Daytime Phone					
(OF HONAL)	Home Phone					
□ – Check for FMV consideration						
Signature* Donor Nam	ne					
Home Address						
City/Town State _	ZIP					
IF BOAT MUST MOVE IMMEDIATELY, BY WHEN:	/					
PHOTOGRAPHS TAKEN: (circle one)						
THIS WEEK / LAST MONTH / 6 MONTHS AGO / LAST YEAF	2					
*The above signed donor appoints Power of Attorney to Boat Angel Outreach Cent corrections statements of error to allow the charity to process vessel transfer.	ter and appointed Agents for any and all title applications					
LOCATION         Boat located at:       MARINA / STORAGE FACILITY / RESIDE         Boat is:       ON TRAILER / DRY DOCKED / IN WAY         Name of Marina / Facility	ATER / ON BLOCKS					
Phone Number						
Address						
	Zip					
Slip / Lot # Monthly fees \$	Paid through date//					
Storage is paid: Monthly / Every 6 Months / Yearly I	s slip renewable? YES / NO					
Winter Storage Fee: Distance to nearest ramp / haul out facility, if boat in water: .2	25 / .5 / .75 / 1 / 1.5 / 2 / 2.5 / 3 (miles)					
VESSEL BASICS Make M	lodel					
Year Hull ID Number Length						
Boat title available: YES / NO Boat registration	on available: YES / NO					
Boat documented with Coast Guard: YES / NO						

TRAILER BASICS (IF NO TRAILER, SKIP THIS PAGE)						
Trailer included:	YES / NO	Trailer VIN:				
Trailer Make:		Trailer Model:				
Trailer title available	: YES / NO	Trailer Registration Available: YES / NO				
Number of Axles:	SINGLE / DOUBLE / TRIPLE					
Tire Size/Model		Number of lugs on tire: 4 / 5 / 6				
Hitch ball size:	1 - 1 ¼ - 1 ½ - 1 ¾ - 1 7/8 - 2	- 2 ¼ - 2 ½ - 2 5/16 - Other				
TRAILER CONDITIO	<u>ON</u>					
Date trailer last used	d: (circle year and month if known)					
Month: Jan /	Feb / Mar / Apr / May / Jun / 、	Jul / Aug / Sep / Oct / Nov / Dec				
Year: 2002	2 / '03 / '04 / '05 / '06 / '07 / '08	/ '09 / '10 / '11 / '12 / '13 / Over 12 years				
Distance hauled on	last use in miles: 1 to 5 ♦ 5	5 to 25 ♦ 25 to 100 ♦ 100 to 200 ♦ 200+				
Rust Damage:	YES / NO					
lf, yes – is rus	st significant enough to impair	use of trailer: YES / NO or UNKNOWN				
Is trailer tongue brok	ken: YES / NO or UNKNOW	VN				
Is trailer axle broken	YES / NO or UNKNOW	VN				
Trailer lights working	g: YES / NO <b>or</b> UNKNOW	VN				
Trailer brakes workir	ng: YES / NO or UNKNOW	VN				
Do trailer tires need	to be repaired/replaced before	e hauling: YES / NO <b>or</b> UNKNOWN				
Year tires purchased	1: '02 / '03 / '04 / '05 / '06 /	/ '07 / '08 / '09 / '10 / '11 / '12 / '13 / Over 12 years				
Do trailer brakes nee	ed to be repaired/replaced bef	fore hauling: YES / NO <b>or</b> UNKNOWN				
Year brakes purchas	sed: '02 / '03 / '04 / '05 / '06 /	/ '07 / '08 / '09 / '10 / '11 / '12 / '13 / Over 12 years				
Do bearings / axle h	ub need to be repaired/replace	ed before hauling: YES / NO or UNKNOWN				
Do trailer lights need	d to be repaired/replaced befor	re hauling: YES / NO <b>or</b> UNKNOWN				
Does trailer frame no	eed repair/welding before hau	ling: YES / NO <b>or</b> UNKNOWN				
TRAILER EQUIPME	ENT INCLUDED: (check all that a	apply) □ Tie Downs □ Spare Tire				

- □ Bunk Boards
- □ Electric Winch
- □ Hand Winch

- □ Spare Tire
- □ Tongue Extension
- □ Trailer Jack

## **BOAT USAGE**

Hull Type: STEEL / ALUMINUM / FIBERGLASS / WOOD / FERRO CEMENT / INFLATABLE / PLASTIC Date boat last used in water: (circle year and month if known) Month: Jan / Feb / Mar / Apr / May / Jun / Jul / Aug / Sep / Oct / Nov / Dec Year: '02 / '03 / '04 / '05 / '06 / '07 / '08 / '09 / '10 / '11 / '12 / '13 / Over 12 years How many people does your boat sleep: (1 – 2) + (3 – 4) + (4 – 5) + (5 – 6) Date boat last repainted: (circle year and month if known) Month: Jan / Feb / Mar / Apr / May / Jun / Jul / Aug / Sep / Oct / Nov / Dec Year: '02 / '03 / '04 / '05 / '06 / '07 / '08 / '09 / '10 / '11 / '12 / '13 / Over 12 years Please indicate upholstery/cushions condition: (check all that apply) □ None □ Poor □ Cracked □ Torn □ Brand New □ Faded □ Splitting □ Molded Has upholstery/cushions ever been redone: YES / NO or UNKNOWN If yes, what year: '02 / '03 / '04 / '05 / '06 / '07 / '08 / '09 / '10 / '11 / '12 / '13 / Over 12 years Does hull have cracks in the fiberglass / wood / aluminum/ etc: YES / NO or UNKNOWN If yes, where: (check all that apply) □ Starboard □ Stern □ Keel □ Port □ Deck □ Gunwale □ Aft □ Bow □ Transom Date gel coat last redone: (circle year and month if known) Month: Jan / Feb / Mar / Apr / May / Jun / Jul / Aug / Sep / Oct / Nov / Dec Year: '02 / '03 / '04 / '05 / '06 / '07 / '08 / '09 / '10 / '11 / '12 / '13 / Over 12 years Does the floor/deck of the boat have any soft spots / rotted areas: YES / NO or UNKNOWN If yes, where: (check all that apply) □ Bow □ Aft □ Below Seats □ Starboard □ Stern □ Port □ Engine Area Has floor/deck ever been repaired/replaced: YES / NO or UNKNOWN If yes, what year: '02 / '03 / '04 / '05 / '06 / '07 / '08 / '09 / '10 / '11 / '12 / '13 / Over 12 years Does transom need repair for boat to function in water: YES / NO or UNKNOWN Has transom ever been repaired/replaced: YES / NO or UNKNOWN If yes, what year: '02 / '03 / '04 / '05 / '06 / '07 / '08 / '09 / '10 / '11 / '12 / '13 / Over 12 years	Primarily Used in: FRESH WA <sup>-</sup>	TER / SALT WATER / INSHORI	E FISHING / OFFSHORI	E FISHING
Month:       Jan / Feb / Mar / Apr / May / Jun / Jul / Aug / Sep / Oct / Nov / Dec Year:       '02 / '03 / '04 / '05 / '06 / '07 / '08 / '09 / '10 / '11 / '12 / '13 / Over 12 years         How many people does your boat sleep:       (1 - 2) ◆ (3 - 4) ◆ (4 - 5) ◆ (5 - 6)         Date boat last repainted:       (circle year and month if known) Month:       Jan / Feb / Mar / Apr / May / Jun / Jul / Aug / Sep / Oct / Nov / Dec Year:       '02 / '03 / '04 / '05 / '06 / '07 / '08 / '09 / '10 / '11 / '12 / '13 / Over 12 years         Please indicate upholstery/cushions condition:       (check all that apply)		UMINUM / FIBERGLASS / WO	OD / FERRO CEMENT /	INFLATABLE / PLASTIC
Date boat last repainted: (circle year and month if known) Month: Jan / Feb / Mar / Apr / May / Jun / Jul / Aug / Sep / Oct / Nov / Dec Year: '02 / '03 / '04 / '05 / '06 / '07 / '08 / '09 / '10 / '11 / '12 / '13 / Over 12 years         Please indicate upholstery/cushions condition: (check all that apply)       □         □       None       □         □       Brand New       □         □       Brand New       □         □       Faded       □         □       Splitting       □         □       Molded         Has upholstery/cushions ever been redone:       YES / NO or UNKNOWN         If yes, what year:       '02 / '03 / '04 / '05 / '06 / '07 / '08 / '09 / '10 / '11 / '12 / '13 / Over 12 years         Does hull have cracks in the fiberglass / wood / aluminum/ etc:       YES / NO or UNKNOWN         If yes, where:       (check all that apply)         □       Starboard       □         □       Port       □         □       Deck       □         □       Port       □         □       Bow       □         □       Year:       '02 / '03 / '04 / '05 / '06 / '07 / '08 / '09 / '10 / '11 / '12 / '13 / Over 12 years         Does the floor/deck of the boat have any soft spots / rotted areas:       YES / NO or UNKNOWN         If yes, where:       (check all th	Month:	Jan / Feb / Mar / Apr / May / J	un / Jul / Aug / Sep / Oct	
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<ul> <li>None</li> <li>Poor</li> <li>Cracked</li> <li>Torn</li> <li>Brand New</li> <li>Faded</li> <li>Splitting</li> <li>Molded</li> </ul> Has upholstery/cushions ever been redone: YES / NO or UNKNOWN If yes, what year: '02 / '03 / '04 / '05 / '06 / '07 / '08 / '09 / '10 / '11 / '12 / '13 / Over 12 years Does hull have cracks in the fiberglass / wood / aluminum/ etc: YES / NO or UNKNOWN If yes, where: (check all that apply) <ul> <li>Starboard</li> <li>Stern</li> <li>Month:</li> <li>Jan / Feb / Mar / Apr / May / Jun / Jul / Aug / Sep / Oct / Nov / Dec Year:</li> <li>'02 / '03 / '04 / '05 / '06 / '07 / '08 / '09 / '10 / '11 / '12 / '13 / Over 12 years</li> </ul> Does the floor/deck of the boat have any soft spots / rotted areas: YES / NO or UNKNOWN If yes, where: (check all that apply) <ul> <li>Bow</li> <li>Aft</li> <li>Bow</li> <li>Aft</li> <li>Bow</li> <li>Aft</li> <li>Below Seats</li> <li>Starboard</li> <li>Stern</li> <li>Port</li> <li>Bow</li> <li>Aft</li> <li>Below Seats</li> </ul> Has floor/deck ever been repaired/replaced: YES / NO or UNKNOWN If yes, what year: '02 / '03 / '04 / '05 / '06 / '07 / '08 / '09 / '10 / '11 / '12 / '13 / Over 12 years Does transom need repair for boat to function in water: YES / NO or UNKNOWN Has transom ever been repaired/replaced: YES / NO or UNKNOWN	Month:	Jan / Feb / Mar / Apr / May / J	un / Jul / Aug / Sep / Oct	
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<ul> <li>Port Deck Gunwale</li></ul>		•	uminum/ etc: YES / No	O or UNKNOWN
<ul> <li>Aft</li> <li>Bow</li> <li>Transom</li> </ul> Date gel coat last redone: (circle year and month if known) Month: Jan / Feb / Mar / Apr / May / Jun / Jul / Aug / Sep / Oct / Nov / Dec Year: '02 / '03 / '04 / '05 / '06 / '07 / '08 / '09 / '10 / '11 / '12 / '13 / Over 12 years Does the floor/deck of the boat have any soft spots / rotted areas: YES / NO or UNKNOWN If yes, where: (check all that apply) <ul> <li>Bow</li> <li>Aft</li> <li>Below Seats</li> <li>Starboard</li> <li>Stern</li> <li>Port</li> <li>Engine Area</li> </ul> Has floor/deck ever been repaired/replaced: YES / NO or UNKNOWN If yes, what year: '02 / '03 / '04 / '05 / '06 / '07 / '08 / '09 / '10 / '11 / '12 / '13 / Over 12 years Does transom need repair for boat to function in water: YES / NO or UNKNOWN Has transom ever been repaired/replaced: YES / NO or UNKNOWN				
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Has transom ever been repaired/replaced: YES / NO or UNKNOWN		· ·		' '12 / '13 / Over 12 years
	Does transom need	d repair for boat to function in w	ater: YES / NO or U	JNKNOWN
				' '12 / '13 / Over 12 years

# ENGINE

Does donation include engine:	YES / NO	Does donati	on include stern drive: YES / NO				
	/lar / Apr / Ma	y / Jun / Jul /	th if known) Aug / Sep / Oct / Nov / Dec '10 / '11 / '12 / '13 / Over 12 years				
Number of engines:SINGEngine type:INBOFuel Type:ELEC	LE / TWIN ARD / JET DF CTRIC / DIESE	RIVE / OUTB EL / GASOLII	OARD / INBOARD-OUTBOARD NE				
Engine(s) currently running: Stern drive functional:	YES / NO or YES / NO or	UNKNOWN UNKNOWN					
Fuel Capacity: (gal) Engir	e Hours Port_		Engine Hours Starboard				
Is engine(s) currently winterized If yes, what year: '02 / '03			'09 / '10 / '11 / '12 / '13 / Over 12 years				
Month: Jan / Feb / M	Mar / Apr / Mag	y / Jun / Jul /	shop: (circle year and month if known) Aug / Sep / Oct / Nov / Dec '10 / '11 / '12 / '13 / Over 12 years				
Work undertaken if any:							
Month: Jan / Feb / M	Mar / Apr / Mag	y / Jun / Jul /	e shop: (circle year and month if known) Aug / Sep / Oct / Nov / Dec '10 / '11 / '12 / '13 / Over 12 years				
Work undertaken if any:							
Does engine(s) have tilt / trim:YES / NO or UNKNOWNDoes donation include propeller(s):YES / NO or UNKNOWNDoes engine have fire damage:YES / NO or UNKNOWNDoes engine have water damage:YES / NO or UNKNOWN							
Please detail any known engine	damage:						
Does the electrical system / batt	ery function p	roperly: YES	/ NO or UNKNOWN				
Date electrical system last tested: Month: Jan / Feb / Mar / Apr / May / Jun / Jul / Aug / Sep / Oct / Nov / Dec Year: '02 / '03 / '04 / '05 / '06 / '07 / '08 / '09 / '10 / '11 / '12 / '13 / Over 12 years							
Engine Year: Seria	I Number:						
Engine Make:		Engir	ne Model:				
Outdrive Make:		Outdi	rive Model:				
Horsepower:	or (circle app	roximate range)	)				
(5–15) (15–25) (25–50) (50–7	5) (75–100) (	(100–150) (1	50–200) (200–250) (250–300)				

VESS	EL INVENTORY															
						CANV	-									
	<b>BIMINI TOP</b>					COVER							COCKPIT			
	BOW COVER			BF		E ENCI						S	SALON E	NCL	OSURES	
					EL	ECTRO										
	AUTOPILOT							GF							DAR ARCH	
	BATTERY CHARGER	२	DEPTH F						VERTE	R				VHF	F RADIO	
	CB RADIO		□ FISH FINI	DE					ADAR							
			_			ERTAI	NME	NT								
	STEREO w/CASSET1	IE				SION							DVD PLA	YER	< compared with the second sec	
	STEREO w/CD			vc	R	FISHI							BBQ			
П	BAIT TANK				VE W		10						ROD HOL		20	
	DOWNRIGGERS					GGERS	2						TACKLE S			
	DOWINKIGGERS			0		LLEY /		n					IAGREE	310	RAGE	
				A \ 7										~ ^ ^		
	BAR		□ MICROW					-							LLEY SINK ANSOM SHOV	
	DISHWASHER ICE MAKER					r <b>-</b>			ATER H IOWER		ALER			IRA		VER
	ICE BOX							-								
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			USHIONS OCK LINES			GENE kw_		JR			ROPE		CKETS		<ul> <li>SWIM STEF</li> <li>SWIM LADI</li> </ul>	
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# **SAILBOATS ONLY** (please complete this page for all sailboat donations)

Sailboat type: CRUISER / DINGHY / RACER / CATAMARAN / DAYSAILER

Keel : FIXED / SWING / SHOAL / TWIN

KETCH / SCHOONER / SLOOP / CUTTER / YAWL / OTHER Rigging:

Is all running rigging included: YES / NO or Unknown

Is all standing rigging included: YES / NO or Unknown

Is mast at same location of boat: YES / NO or Unknown

Is mast currently up or down: UP / DOWN

Are the (jack stands / cradle ) included: YES / NO or Unknown (circle one)

Date hull last cleaned / scraped: (circle one)

THIS MONTH / LAST MONTH / 3 MONTHS / 6 MONTHS / 1 YEAR / 2 YEARS / UNKNOWN

# SAILS INVENTORY (circle included sails) :

	STORM JIB
□ JIB	

# SAILBOAT INVENTORY:

- □ BACKSTAY
- □ BAROMETER
- BOAT HOOK
- □ BOOM
- BOOM VANGBOWSPRIT

- CLEAT(S)
  DECK BRUSH
- □ DINGHY
- □ FLARES
- □ FORESTAY
- □ HALYARD(S)
- □ HORN

- MAST
  MAIN SAIL COVER
- MIZZEN-MAST
- NAVIGATION LIGHTSOUTBOARD MOUNT
- □ OARS
- ROLLER FURLING
- REEFING LINES
   SAIL BAGS
- □ SAIL COVERS
- □ SELF-TAILING WINCHES

- □ KNOTMETER □ SOLAR PANELS
  - □ SPINNAKER POLE
  - $\Box$  SPREADER(S)
  - $\Box$  STAY(S)

  - □ TRAPEZE
  - □ WHISKER POLE
  - □ WHEEL TILLER
  - □ WINCH HANDLES
  - □ WIND METER
  - □ WIND GENERATOR

ADDITIONAL SAILBOAT NOTES:

DETAILED NOTES FOR ANY VESSEL BODY DAMAGE:	
DETAILED NOTES FOR ANY ENGINE/STERN DRIVE DAMAGE:	
ADDITIONAL NOTES:	

# **Frequently Asked Questions**

Q:

Q:

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#### When will I be contacted concerning vessel removal?

A: From the day we receive your donation package in our office it is generally 2 weeks until you will be contacted, we will leave a message if we do not speak to you directly. You will release all ownership information to the individual picking up the vessel.

#### Q: I need my boat picked up immediately, what do I do?

A: You need to contact us immediately so we can start making arrangements to get your boat moved. We can move some boats faster if absolutely necessary.

#### Q: Will I receive fair market value (FMV) for my donation?

A: You may receive full fair market value for your donation if the charity makes a material improvement to the donated item. Please check the fair market value consideration box on the front of the submission form. Material improvement is purchased by the charity. All improvements are in the areas of entertainment, communication and safety devices.

#### What do I do about my slip/marina fees?

A: We ask that all donors bring all fees current to your time you return the package. If fees are incurred while the title and boat are in our possession we will take care of the fees. We will not pay back fees.

#### Am I required to send in my Title with the donation package?

A: Yes, at least a photocopy, however it is much easier for us to move the vessel and deal with marinas if we retain original title.

#### What if I do not have a Title/Registration for this donation?

A: If you do not have a title/registration then please call our office.

#### The title is not in my name, will I still get a tax donation value?

A: We can only provide a tax donation value to the person listed as the owner of the vessel on the title. Please call us if you have any title/registration questions.

#### When will I receive my tax receipt?

A: The receipt will be emailed/mailed immediately upon finalizing the the donation process.

#### What do you want me to do with the camera?

A: Please take as many pictures as you feel necessary, minimum of 15. Please see the front page of this packet for more details.

#### Q: Why do I have to sign the Boat Donation Submission Form?

A: This certifies that you are donating and gives our charity Power of Attorney so that we can transfer the vessel more easily.

#### Q: What if my boat doesn't sell in your charity auction?

A: We have sold many boats and have a very large audience watching and bidding in our auctions. Approximately 95% of all boats sell within 7 days. Please contact us if you need prompt quicker service. We can not guarantee the removal of boats with no value.

#### Q: What if my boat has sunk?

If your vessel has sank or taken on large amounts of water you need to contact us prior to sending back the donation.

#### What if I can not provide pictures, due to the boat being too far away?

A: We must have photographs of all donated items, if you can not provide them we need you to contact us immediately so we can arrange to get photographs. We utilize a nationwide network of photographers to obtain the photographs.