

Marine Industry Dealership Certification Monetary Support Programs

Manufacturer

Aqua Patio – Godfrey Marine Group dealerships will receive up to 50 percent reimbursement of total certification costs under the Grow Boating Initiative's Marine Industry Dealership Certification Program via Godfrey's "Flex-Funds" program after the certification process is complete.

Bayliner – US Marine will reimburse certified dealers \$500 of the costs associated with becoming certified under the Grow Boating Initiative's Marine Industry Dealership Certification Program. In addition, a Marine Industry Certified Dealership within the US Marine network is eligible to receive retail labor rate reimbursement on warranty work.

Chaparral – Chaparral Boats Inc. will cover 50 percent of the costs associated with becoming certified under the Grow Boating Initiative's Marine Industry Dealership Certification Program for exclusive Chaparral dealers upon completion of the program. Non-exclusive dealers will receive up to 25 percent reimbursement of certification costs after seeing the program through completion.

Crownline – Crownline Boats dealerships who become Marine Industry Certified will receive 110% of the dealer's retail labor rate for all labor associated with customer service work or warranty repair. There is no limit or expiration date as long as a dealership maintains its Marine Industry Dealership Certified status.

Formula Boats - Formula Boats will reimburse exclusive Formula dealers 50 percent of the cost of certification under the Grow Boating Initiative's Marine Industry Dealership Certification Program. Non-exclusive Formula dealers will receive reimbursement equal to 25 percent of certification costs.

Grady-White Boats - Grady-White Boats will cover 50 percent of the cost for any Grady-White dealer to become certified under the Grow Boating Initiative's Marine Industry Dealership Certification Program.

Honda Marine - Honda Marine will cover 50 percent of the costs associated with becoming certified under the Grow Boating Initiative's Marine Industry Dealership Certification Program for the first 50 dealers that take the engine manufacturer up on its offer.

Hurricane – Godfrey Marine Group dealerships to receive up to 50 percent reimbursement of total certification costs under the Grow Boating Initiative's Marine Industry Dealership Certification Program via Godfrey's "Flex-Funds" program after the certification process is complete.

Island Packet Yachts – Exclusive Island Packet Yachts dealers may use Co-op funds to reimburse up to 50% of certification costs. Non-exclusive Island Packet dealers may utilize the same funds to reimburse up to 33% of certification fees.

Maxum – US Marine will reimburse certified dealers \$500 of the costs associated with becoming certified under the Grow Boating Initiative's Marine Industry Dealership Certification Program. In addition, a Marine Industry Certified Dealership within the US Marine network is eligible to receive retail labor rate reimbursement on warranty work.

Mercury Marine – Any Mercury dealer attaining Marine Industry Dealership Certification can utilize Mercury Co-op advertising accrual to reimburse up to 50%, per available funds, of the total

certification costs. This applies to both the initial certification as well as to annual renewal fees. Mercury dealers who have already completed the Marine Industry Dealership Certification program are welcome submit their certification letters.

Mer cruiser– Any Mercruiser dealer attaining Marine Industry Dealership Certification can utilize Mercury Co-op advertising accrual to reimburse up to 50%, per available funds, of the total certification costs. This applies to both the initial certification as well as to annual renewal fees. Mercruiser dealers who have already completed the Marine Industry Dealership Certification program are welcome submit their certification letters.

Meridian - US Marine will reimburse certified dealers \$500 of the costs associated with becoming certified under the Grow Boating Initiative's Marine Industry Dealership Certification Program. In addition, a Marine Industry Certified Dealership within the US Marine network is eligible to receive retail labor rate reimbursement on warranty work.

Parti Kraft – Godfrey Marine Group dealerships will receive up to 50 percent reimbursement of total certification costs under the Grow Boating Initiative's Marine Industry Dealership Certification Program via Godfrey's "Flex-Funds" program after the certification process is complete.

Polar – Godfrey Marine Group dealerships will receive up to 50 percent reimbursement of total certification costs under the Grow Boating Initiative's Marine Industry Dealership Certification Program via Godfrey's "Flex-Funds" program after the certification process is complete.

Pro-Line Boats – Pro-Line Boats will allow dealers to use Pro-Line Co-Op funds to cover up to 100 percent of the costs associated with becoming certified under the Grow Boating Initiative's Marine Industry Dealership Certification Program.

Regal Marine - Regal Marine Industries will reimburse any Regal dealer up to \$1,000 toward the cost of certification under the Grow Boating Initiative's Marine Industry Dealership Certification Program. The reimbursement may be redeemed by Regal dealers upon completion of the certification program.

Regulator Marine - Regulator Marine will allow dealers to use Regulator Co-Op funds to cover up to 50 percent of the costs associated with becoming certified under the Grow Boating Initiative's Marine Industry Dealership Certification Program. In addition, Regulator has also agreed to cover 50 percent of its dealers' travel costs to attend one of the Marine Industry Dealership Certification workshops currently taking place around the country.

Robalo - Robalo Boats LLC will cover 50 percent of the costs associated with becoming certified under the Grow Boating Initiative's Marine Industry Dealership Certification Program for exclusive Robalo dealers upon completion of the program. Non-exclusive dealers will receive up to 25 percent reimbursement of certification costs after seeing the program through completion.

Sailfish – Sailfish Boats has set a goal for 100% of its dealerships to enroll in the Marine Industry Dealership Certification program in this model year with 75% completing the Certification process before the close of the model year. All Sailfish dealerships are required to become Certified by the change of model year 2009. Sailfish dealerships may co-op up to 50% of Certification expenses.

Sanpan – Godfrey Marine Group dealerships will receive up to 50 percent reimbursement of total certification costs under the Grow Boating Initiative's Marine Industry Dealership Certification Program via Godfrey's "Flex-Funds" program after the certification process is complete.

Scout Boats - Scout Boats Inc. will allow dealers to use Scout Co-Op funds to cover up to 100 percent of the costs associated with becoming certified under the Grow Boating Initiative's Marine

Industry Dealership Certification Program. In addition, Scout has also agreed to credit its dealers' Co-Op accounts \$500 upon completion of the program.

Sweetwater – Godfrey Marine Group dealerships will receive up to 50 percent reimbursement of total certification costs under the Grow Boating Initiative's Marine Industry Dealership Certification Program via Godfrey's "Flex-Funds" program after the certification process is complete.

Tracker Marine Group – Tracker dealers who participate in the Marine Industry Dealership Certification program receive a special allowance of \$500 each model year to offset Marine Dealer Certification program fees. Claims for reimbursement are submitted using the company's co-op reimbursement process.

Trophy – US Marine will reimburse certified dealers \$500 of the costs associated with becoming certified under the Grow Boating Initiative's Marine Industry Dealership Certification Program. In addition, a Marine Industry Certified Dealership within the US Marine network is eligible to receive retail labor rate reimbursement on warranty work.

Volvo Penta For the 2007 Model Year, Volvo Penta dealers that attain Marine Industry Dealer Certification can use up to 100% of their accrued Volvo Penta advertising co-op to defray the costs of certification. Volvo Penta dealers that have already attained Marine Industry Dealer Certification are encouraged to submit their certification letters to Volvo Penta for verification and recognition.

Other

MTAMA – The Marine Trade Association of Metropolitan Atlanta (MTAMA) will reimburse member dealers \$500 for the certification launch workshop cost and another \$1,000 toward the overall cost of certification upon completion of the Marine Industry Dealership Certification Program by December 31, 2008. Funds will be available for one dealership location per member.

SCMA – The Southern California Marine Association (SCMA) will reimburse each SCMA member \$500 upon completion of the Marine Industry Certified Dealership process.

Be certain to contact each manufacturer or organization for specific monetary support program details and requirements.