

OFFERING MEMORANDUM

GREEN CAY MARINA

CHRISTIANSTED, ST. CROIX

163 SLIP MARINA







Property Tours

- All Tours Are by Appointment Only and Must be Arranged by Calabash Real Estate
- Prospective Purchasers are Encouraged to Visit the Property Prior to Submitting Offer

PLEASE DO NOT CONTACT ON-SITE MANAGEMENT OR STAFF WITHOUT PRIOR APPROVAL

Terms of Sale

THE PROSPECTIVE INVESTOR WILL BE SELECTED BY OWNER IN ITS SOLE AND ABSOLUTE DISCRETION BASED ON A VARIETY OF FACTORS INCLUDING, BUT NOT LIMITED TO:

- Offer Price
- Financial Strength
- Ability to Close in a Timely Fashion
- Absence of Contingencies
- Level of Property Due Diligence Completed

ALL OFFERS MUST BE PRESENTED IN WRITING AND INCLUDE:

- Purchase Price
- Source of Purchaser's Capital (Equity and Debt)
- Amount of Earnest Money Deposit
- Outline of the Proposed Schedule for Due Diligence and Closing (LIPG Will Provide Standardized LOI Template)
- Description of Any Physical or Environmental Assumptions Which Affect the Price Being Offered
- A List of Contingencies Required to Close the Transaction
- The Purchasing Entity Should Identify Principals
- Investor Summary
 - > Resume Outlining Real Estate Owned and/or Management Experience of Comparable Properties
 - Proof of Funds (LIPG Will Provide a Template Letter)

Calabash Real Estate will be available to coordinate on-site inspections for prospective investors and to answer any questions related to information contained in this Offering Memorandum.

DISCLAIMER AND AGREEMENT TO KEEP THE SUBSEQUENT INFORMATION CONTAINED HEREIN CONFIDENTIAL

Offering Memorandum and Due Diligence: Collected Information from Sources

This Offering Memorandum has been prepared to provide summary, unverified information to prospective investors/buyers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Calabash Real Estate cannot and has not made any investigation, and makes no warranty or representation, with respect to the financial health, P&Ls for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of hazardous materials, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Calabash Real Estate has not verified, and will not verify, any of the information contained herein, nor have we conducted any investigation regarding these matters and make no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take undertake appropriate due diligence to satisfy for themselves the factual nature of all such information that they rely on for their acquisition.

Confidential Information:

The information contained in the following Offering Memorandum is strictly confidential and the way it is presented is proprietary to Calabash Real Estate. It is intended to be reviewed only by the party receiving it from Calabash Real Estate and should not be made available to any other person or entity without the written consent of Calabash Real Estate.



GREEN CAY MARINA SUMMARY

Leisure Investment Properties Group is proud to present the opportunity to acquire Green Cay Marina in St. Croix. Green Cay stands out as a remarkable asset, boasting a unique combination of highly desirable boat slips and easy accessibility within a well-protected harbor that makes it a coveted destination for boating enthusiasts. With St. Croix's limited number of boat slips available across the island, Green Cay Marina's offering of wet slips becomes all the more precious. As the largest public marina among the four on the island, Green Cay Marina plays a vital role in accommodating both local boaters and visiting yachts, providing essential docking facilities in a picturesque setting. Guests of the Marina are also welcome to use the amenities of the Resort, creating a mutually beneficial relationship between the two assets.

Its strategic positioning and comprehensive amenities make it an ideal starting point for exploring the pristine waters of St. Croix and beyond, further cementing its status as a special asset within the US Virgin Islands Ocean–Centric infrastructure.

Property Highlights and Amenities:

- Listing Price \$16,200,000 (8.5x Multiple of FY 2024 Projected \$1.9M Slip Revenue 11.12% Pro Forma Cap Rate)
- 163 Wet Slips Well Positioned in a deep-water, protected harbor
- Historically 100% Occupancy for wet slips with waiting list. High demand and limited supply of storage on the island position Green Cay as the best on island.
- Opportunity to add Dry Stack given demand/supply imbalance
- Strong Growth in Revenue projected EOY 1 Projected Increase 32% 2023 to \$2,713,820 (EOY 2024). Due to additional slips being added in 2023 and capitalized on in Year 1



INVESTMENT HIGHLIGHTS







Hurricane Hole Protected From Large Storms



4000g Gas Tank 6000g Diesel Tank Above Ground





Premier Destination Marina (1 of 4 Marinas on Island) 163 Wet Slip Deep Water Marina



7.12% Cap Rate (Approximated Operating Expenses - 2023)

Green Cay Marina is a home away from home for your power or sailing yacht. A safe, tranquil hurricane hole conveniently located 3 miles east of Christiansted, the historic town and epicenter of St. Croix. The marina can accommodate vessels up to 100ft in length, with 8ft draft alongside. Offering diesel, gas, and potable water service, as well as showers and bathrooms, a laundromat, 110/220v shore power, event space, and two beautiful beaches with some of the best snorkeling on the island. Green Cay Marina has received the Blue Flag Marina distinction for it's exceptional environmental management, education, safety and services and water quality. The Marina features a maintenance building that is 2,700 square feet with three 8 foot roll down doors and two 14 foot roll down doors.

See Show site — <u>Blue Flaa</u> for details. Below are some additional amenities:

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Amen	ities	Offered	١

- 163 slips for power and sailing yachts
- Daily, monthly and live-aboard rates
- 2 Resort Restaurants: Deep End (casual Resort Restaurant), The Galleon (Fine dining/events – Marina)
- Beach, pool and tennis court privileges at Tamarind Reef Resort
- Free WIFI internet

Standard Dockage Rates						
Daily		\$/ft				
All Boats		\$2.50/ft				
Monthly						
D Dock	<26ft	\$18.00/ft				
Monthly (All other Docks)						
Mono-Hulls	Not Live Aboard	\$20.00/ft				
Mono-Hulls	Live Aboard	\$25.00/ft				
Catamarans/Multi Hulls	Not Live Aboard	\$30.00/ft				
Catamarans/Multi Hulls	\$40.00/ft					

- Fuel facilities (4000g Gasoline, 6000g Diesel Above Ground)
- · Fresh water and ice
- Shower and laundry facilities
- Power, telephone & cable hookups
- Storage units Sanitary pump-out station
- 24-hour secured dock
- Hotel Discounts at Tamarind Reef Resort

Wet Slips Overview

The state of the marina at Green Cay Marina can be summarized as vibrant and active, with a variety of wet slips accommodating boats of different sizes. Across nine docks labeled A through I, there's a total of 163 slips, with sizes ranging from 26 feet to 60 feet in length. Overall, the marina is well-utilized, reflecting a healthy boating community and underscoring its significance as a hub for maritime activities in the area.

Dry Stack Development

There is an opportunity to develop the vacant land which is adjacent to the marina into Dry Stack which would help fill the immediate need for additional boat storage on the island. It is estimated that there are only 106 Marina Wet Slips on an island outside of Green Cay Marina (Dry Stack Unknown). The limited supply of slips has made it incredibly difficult for boat owners to enjoy the beautiful waters of the USVI. Additional Dry Stack would fill the immediate need for storage and open up more wet slips for transient travelers.

"The marina offers good protection for vessels and is one of the preferred options in the area... Positioned close to Green Cay and near Buck Islands National Park, one of the most popular snorkeling destinations in the U.S.V.I."

Wet Slips

Wet Slips:	Slip Length (ft)	# of Occupied Slips	Total # of Slips
Dock A	60	20	22
Dock B	50	28	29
Dock C	40	42	44
Dock D	26	25	29
Dock E	Slip size vary	7	7
Dock F	40	11	11
Dock G	Slip size vary	5	6
Dock H	50	4	5
Dock I	Slip size vary	9	10
Total Linear Feet/Total # of Slips:	-	151	163

PRO FORMA BUSINESS PLAN – REVENUE ASSUMPTIONS

Marina Revenue	\$/Slip	2023	2023 PF \$/Slip		EOY 1		% Change	
Wet Slips Available		163				163	-	
Wet Slips Occupied		151		12		155	3%	
Occupancy		93%				95%	3%	
Marina Revenue								
Slip Rental	\$ 9,581.94	\$ 1,446,872	\$	12,335.76	\$	1,912,043	32%	
Lease Income	\$ 563.11	\$ 85,030	\$	618.03	\$	95,794	13%	
Utilities Income	\$ 747.79	\$ 112,917	\$	857.60	\$	132,928	18%	
Fuel Sales	\$ 2,511.75	\$ 379,274	\$	2,703.28	\$	419,009	10%	
Gift Shop	\$ -	\$ -	\$	575.00	\$	89,125	0%	
Other	\$ 213.19	\$ 32,192	\$	418.84	\$	64,920	102%	
Subtotal Marina Revenue		\$ 2,056,285	\$	-	\$	2,713,820	32%	
Gross Revenue:		\$ 2,056,285			\$	2,713,820	32%	

Marina Occupancy: The marina has historically operated at 100% occupancy, and that is highly projectable into the future although we have conservatively projected a 5% vacancy for EOY 1.

Slip Revenue: Installation of new slips in late 2023 has contributed to an average monthly increase in slip revenue. Current ownership projects slip revenue to reach \$1.9m.

Lease Income: Tenant change over caused a loss of income. Current ownership anticipates a normal year of lease income for EOY 1

Fuel Sales: New Dock Master has had immediate impact on improving Fuel Sales

Gift Shop: Gift Shop is scheduled to be opened late summer 2024

PRO FORMA BUSINESS PLAN – EXPENSE ASSUMPTIONS

Marina	% of Dept		2023	% of Rev	EOY 1	% Change
Salaries & Benefits	33%	\$	153,507	28% \$	135,086	-12%
COGS - Marina Fuel	56%	\$	258,998	60% \$	284,926	10%
Docks Maintenance	4%	\$	17,176	4% \$	17,692	3%
Equipment	4%	\$	16,983	4% \$	17,492	3%
Sewage Treatment	3%	\$	13,821	3% \$	14,235	3%
Electrical R&M	1%	\$	5,200	1%_\$	5,356	3%
Subtotal Marina	100%	\$	465,685	100% \$	474,788	2%
General & Administrative	% of Dept		2023	% of Dept.	EOY 1	% Change
Marketing	6%	\$	11,985	6% \$	12,344	3%
Gas/Oil Supplies	10%	\$	20,444	10% \$	21,057	3%
Cleaning Supplies	10%	\$	20,331	10% \$	20,941	3%
Professional/Legal Fee	27%	\$	54,156	28% \$	59,572	10%
Bank/CC Charges	38%	\$	77,629	37% \$	77,629	0%
Computer Expense	7%	\$	14,859	7% \$	15,305	3%
Dues and Subs	1%	\$	2,463	1% \$	2,536	3%
Sub Gen. & Admin	100%	\$	201,867	100% \$	209,385	4%
Utilities	% of Dept.		2023	% of Dept.	EOY 1	% Change
Electric	41%	\$	51,260	40% \$	46,134	-10%
Water	42%	\$	52,824	41% \$	47,541	-10%
Telephone	20/	\$				
relephone	2%	Ş	2,797	3% \$	2,881	3%
Wireless Internet	2% 4%	\$	2,797 4,704	3% \$ 4% \$	2,881 4,845	3% 3%
•	4%	•	•		•	
Wireless Internet	4% 7%	\$	4,704	4% \$	4,845	3%
Wireless Internet Propane	4% 7%	\$ \$ \$	4,704 8,930	4% \$ 8% \$	4,845 9,198 4,183	3% 3%
Wireless Internet Propane Satellite/Cable TV	4% 7% 3%	\$ \$ \$	4,704 8,930 4,061	4% \$ 8% \$ 4% \$	4,845 9,198 4,183	3% 3% 3%
Wireless Internet Propane Satellite/Cable TV Subtotal Utilities	4% 7% 3%	\$ \$ \$	4,704 8,930 4,061	4% \$ 8% \$ 4% \$	4,845 9,198 4,183	3% 3% 3%
Wireless Internet Propane Satellite/Cable TV Subtotal Utilities Fixed Costs	4% 7% 3%	\$ \$ \$ \$	4,704 8,930 4,061 124,576	4% \$ 8% \$ 4% \$ 100% \$	4,845 9,198 4,183 114,782	3% 3% 3% -8%
Wireless Internet Propane Satellite/Cable TV Subtotal Utilities Fixed Costs Taxes	4% 7% 3%	\$ \$ \$ \$	4,704 8,930 4,061 124,576 20,278	4% \$ 8% \$ 4% \$ 100% \$	4,845 9,198 4,183 114,782 20,886	3% 3% -8%
Wireless Internet Propane Satellite/Cable TV Subtotal Utilities Fixed Costs Taxes Insurance	4% 7% 3% 100%	\$ \$ \$ \$	4,704 8,930 4,061 124,576 20,278 89,690	4% \$ 8% \$ 4% \$ 100% \$	4,845 9,198 4,183 114,782 20,886 92,380 113,266	3% 3% -8% 3% 3%

The numbers above were calculated using the consolidated financial statements for the Marina and Resort. Expenses unrelated to the operations of the Marina have been omitted to give an accurate representation of the Marina operation.

Please note each additional section breakdown of expenses allocated to the marina.

Labor: The marina has been operating much more efficiently after the addition of the new Dockmaster. We projected this trend to continue and reduce excess labor costs.

Fuel Cost of Sales: The increase in Fuel Costs of Sales is proportional with the increase in Fuel Sales. We have kept the percentage at 32% profit margin

Marketing: The large majority of the marketing budget is allocated towards the Resort. We have allocated 25% of the historical trendline for the marketing expenses towards the marina and applied a standard 3% appreciation for EOY 1.

Allocated Operating Expenses: Equipment, Sewage Treatment, Electrical R&M, Cleaning Supplies, Bank/CC Charges, Computer Expenses, and Dues and Subs have all been allocated 50% Marina – 50% Resort

Professional/Legal Fees: Current ownership has projected an increase of \$10k in professional/legal fees to account for the transfer of high-cost labor to outsourced services.

Utilities: 4th Quarter conservation program identified water leaks and launched new power-saving measures and fixtures which have reduced water and electric bills. Utilities have been allocated at 30% Marina – 70% Resort

Fixed Costs: Fixed costs have been projected to increase 3% by EOY1. Taxes have been allocated 50% Marina – 50% Resort. Insurance Expenses have been allocated 35% Marina – 65% Resort

Dry Storage Facility Phase 1							
Avg Cost per foot	Price/ft	Length (ft)	Revenue/Vessel				
	\$35	25	\$875				
	\$55	40	\$2,200				
	\$70	60	\$4,200				
Anticipate Customer base	Boats	Monthly Revenue	Annual Revenue				
Clients 25ft or less	15	\$13,125	\$157,500				
Clients 40ft or less	21	\$46,200	\$554,400				
Clients 60ft or less	9	\$37,800	\$453,600				
	45	\$97,125	\$1,165,500				

Dry Stack Development

Green Cay Marina is very well positioned to add additional dry stack facilities given the optimal location of the marina on the preferable calm northeast side of the island, and the strong demand the marina current has given the waitlist for their wet slips. The plan above was provided by current ownership which details expectations for the first phase of dry stack development which would include 45 racks. This is a conservative estimate for the total amount of slips which could be built should new ownership pursue a dry stack development.

^{**}LIPG has not included a dry stack facility in its pro forma projections, although it would certainly impact projections for future ownership should they pursue this development strategy**

PRICING ANALYSIS





Pricing Metrics

 Offering Price:
 \$16,200,000

 Down Payment:
 \$5,670,000

	<u>2023</u>	<u>EOY 1</u>
GRM	7.88	5.97
CAP Rate	7.12%	11.12%
EBITDA Multiplier	14.04	8.99

The Pricing Metrics above are intended to showcase an accurate representation of Gross Revenue Multiplier of all Business activities & Cap Rate to the purchase price. Given the current state of operations between the Resort and Marina the numbers have been adjusted to showcase the most accurate representation of financials possible. The offering price is representative of a 14.04x EBITDA Multiple or a 7.12% Cap Rate. Projected forward-looking financials, the offering price of \$16,200,000 is representative of a 8.99x EBITDA Multiple or a 11.12% Cap Rate.

PLEASE NOTE: Resort is also for sale separately. Contact us for more info.

IRR ANALYSIS

Offering Price	\$	16,200,000	(Sa	ample) Loan Amount	\$	10,530,000
Down Payment		35%	Ar	mortization		25yrs
	\$	5,670,000	In	terest Rate		7.50%
			Lo	oan to Value		65%
GRM		7.88	Te	erm		5yrs
EBITDAx		14.04				
Cap Rate		7.12%				
			Ca	apital Appreciation	\$	17,094,968
GRM EOY 1		5.97				
EBITDAx EOY 1		8.99	5у	r Unleveraged IRR		19.72%
Cap Rate EOY 1		11.12%	5у	r Leveraged IRR		33.93%
Terminal Cap Rate		8.00%		evered Cash-on-Cash EOY 1		13.59%
		EOY 1	EOY 2	EOY 3	EOY 4	EOY 5
NOI	\$	1,801,599 \$	1,862,980 \$		1,991,658 \$	2,059,077
Terminal Cap Rate		11.12%	8.00%	8.00%	8.00%	8.00%
Value	\$	16,200,000 \$	23,287,248 \$		24,895,721 \$	25,738,467
Net Cash Flow Before Debt Service	\$	1,704,442.83 \$	1,762,909.38 \$		1,885,492.97 \$	1,949,727.73
Less: Debt Service	\$	933,789 \$	933,789 \$		933,789 \$	933,789
DSCR Ratio	\$	1.93 \$	2.00 \$		2.13 \$	2.21
Net Cash Flow After Debt Service	\$	770,654 \$	829,120 \$		951,704 \$	1,015,938
EOY Loan Balance	\$	10,380,905 \$	10,220,235 \$		9,860,507 \$	9,659,437
Unleveraged IRR	Acquisition Cost \$	11%	(16, 200, 000) 6	24%	21%	20%
	EOY 1 \$	(16,200,000) \$ 18,001,599 \$	(16,200,000) \$ 1,801,599 \$		(16,200,000) \$ 1,801,599 \$	(16,200,000) 1,801,599
	EOY 2	18,001,333 \$	25,150,227 \$		1,862,980 \$	1,862,980
	EOY 3	Ą	\$		1,926,313 \$	1,926,313
	EOY 4		Y	\$	26,887,379 \$	1,991,658
	EOY 5			Ψ	\$	27,797,545
Levered IRR		16%	63%	46%	38%	34%
	Acquisition Cost \$	(5,670,000) \$	(5,670,000) \$		(5,670,000) \$	(5,670,000)
	EOY 1 \$	6,589,749 \$	770,654 \$		770,654 \$	770,654
	EOY 2	\$	13,896,133 \$		829,120 \$	829,120
	EOY 3		\$		889,451 \$	889,451
	EOY 4			\$	15,986,918 \$	951,704
	EOY 5				\$	17,094,968
Unleveraged Cash-on-Cash		11%	11%	11%	12%	12%
Levered Cash-on-Cash		14%	15%	16%	17%	18%



MARINA LAND DEVELOPMENT OPPORTUNITY

Green Cay Marina, is primed for developing the additional approximately 20 acres surrounding the Marina into residential properties presents a promising opportunity for expansion and community enhancement. The proposed development includes 40 flat units and 63 townhome units, offering a diverse range of housing options to meet the needs of various residents. The development of new housing units can immediately address the desire for residential expansion as housing affordability has grown into a significant problem in the last 5 years. New supply will help alleviate demand and create a prosperous community surrounding Tamarind Reef Resort.

Alternate Development Opportunity includes the expansion of boat storage for the marina. The ability to create a dry stack boat storage facility addresses the need for additional boat storage on the island and would separate Green Cay Marina as the premier facility of St. Croix.

REDEVELOPMENT CONCEPTS



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Townhomes

Flats

Dry Stack Boat Storage

• Townhomes – Estimated Sq. Ft. : 1,800 – 3,000 sf

• Flats – Estimated Sq. Ft. : 1,800 – 2,400 sf

Dry Stack Boat Storage – Estimate: 45 Boats (25-60 ft)

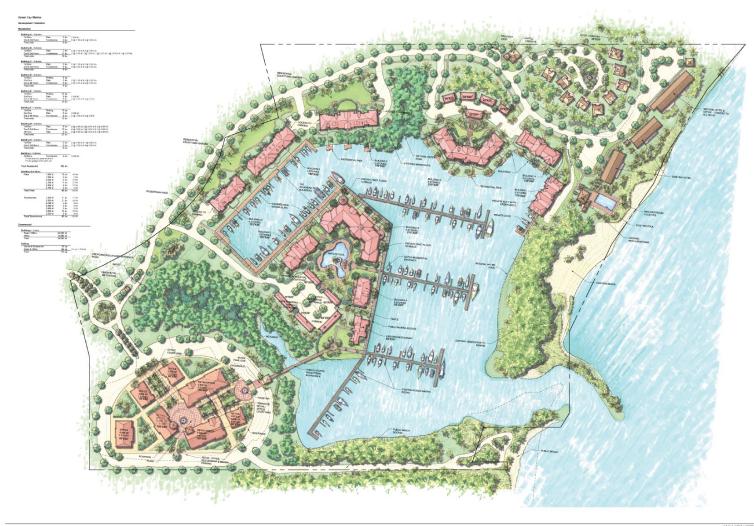




PROPOSED DEVELOPMENT PLANS

The potential for developing the additional acreage surrounding Green Cay Marina into residential properties presents a promising opportunity for expansion and community enhancement. The proposed development includes 40 flat units and 63 townhome units, offering a diverse range of housing options to meet the needs of various residents. Additionally, plans involve the construction of a retail/office building, initially serving as a sales office for the residences and later evolving into an amenity for the community. This mixed-use approach not only contributes to the growth of residential infrastructure but also adds commercial value, fostering a vibrant and interconnected neighborhood around Green Cay Marina.

The proposed residential development surrounding Green Cay Marina envisions a total of nine buildings, each boasting three to four stories and accommodating between 4 to 22 units per building. This architectural layout allows for a diverse mix of housing options, catering to various preferences and lifestyles within the community. The flats, spanning from 1800 to 2400 square feet, offer spacious and modern living spaces, while the townhomes, ranging from 1800 to 3000 square feet, provide a blend of comfort and sophistication. With such versatility in size and design, residents have the opportunity to choose residences tailored to their individual needs, ensuring a dynamic and inclusive living environment amidst the serene backdrop of Green Cay Marina.



LandDesign.

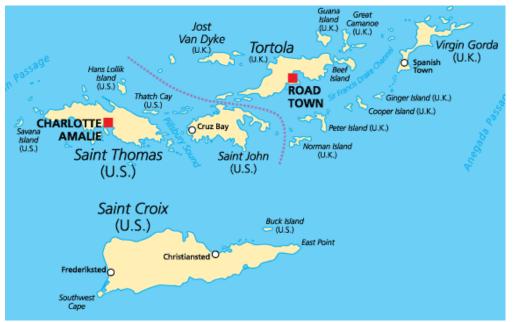
GREEN CAY MARINA
CONCEPT MASTERPLAN I ST. CROIX, US VIRGIN ISLANDS

SCALE: 1"=50"-0" 0 25 50 100





DEMOGRAPHIC ANALYSIS





Demographics

50,000 est.

<u>Total</u>

Population 2023 (St. Croix)

Population 2023 (USVI)

Annual Growth Rate %

Average Household Income

Median Household Income

400.000

100,000 est.

-.4%

\$40,408

\$39,445

Demographic Statistics Produced by Census.gov

STRATEGIC LOCATION



ST. CROIX, USVI

General Statistics

Total Population – 50,000

Tourism Statistics (2022):

Leisure Air Arrivals – 163,202 Cruise Visitors – 83,478 Resort Occupancy Rate – 60%

Source: USVI Bureau of Economic Research



St. Croix, USVI, nestled in the Caribbean just east of Puerto Rico, is a captivating tropical island renowned for its stunning natural landscapes, inviting climate, and vibrant local culture. As a premier tourist destination, St. Croix boasts a thriving hotel industry, offering a diverse array of accommodations tailored to cater to every traveler's preferences. With a rich history dating back to the early 20th century, the island has long attracted visitors seeking a luxurious escape, and today, it is home to some of the Caribbean's most exclusive and upscale hotels, promising travelers a taste of paradise in a setting of unparalleled beauty and relaxation.

Strong Commitment to the Environment

Luxurious and Exclusive Destination

Stunning Beaches and Natural Parks

Popular Attractions



Buck Island National Monument

Location St. Croix



Virgin Islands National Park

Drive Time: St. John



Magen's Bay

Drive Time: St. Thomas



Sandy Point National Wildlife Refuge

Drive Time: St. Croix



Maho Bay Beach

Drive Time: St. John



Estate Whim Plantation Museum

Drive Time: St. Croix



Fort Frederick

Drive Time: St. Croix



Fort Christiansvaern

Drive Time: St. Croix

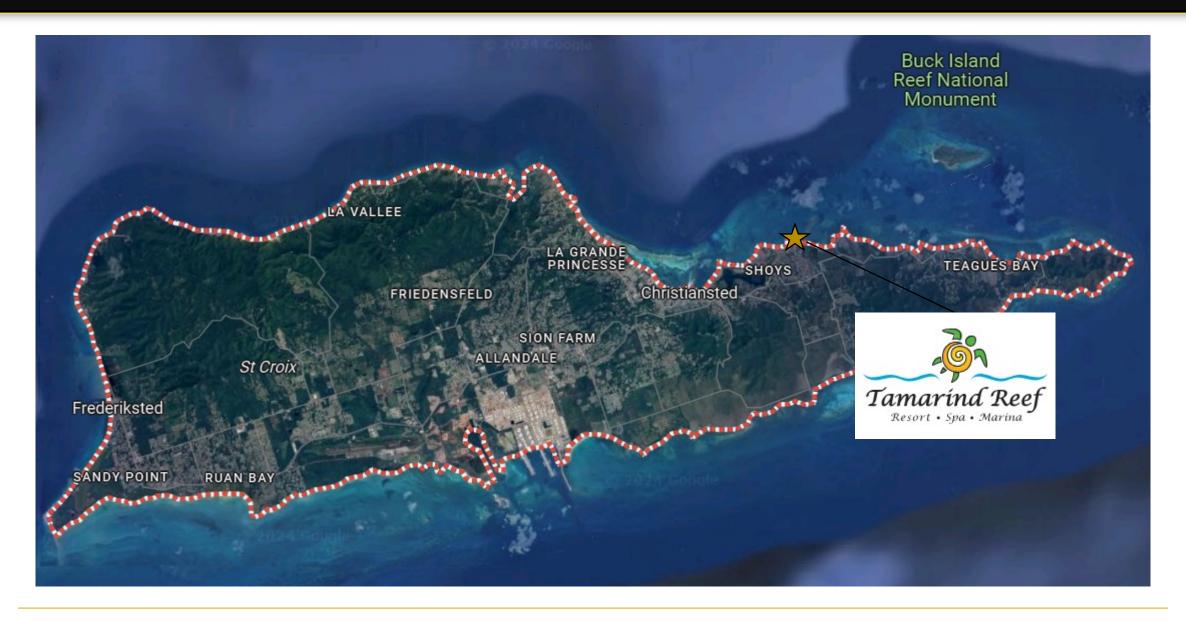


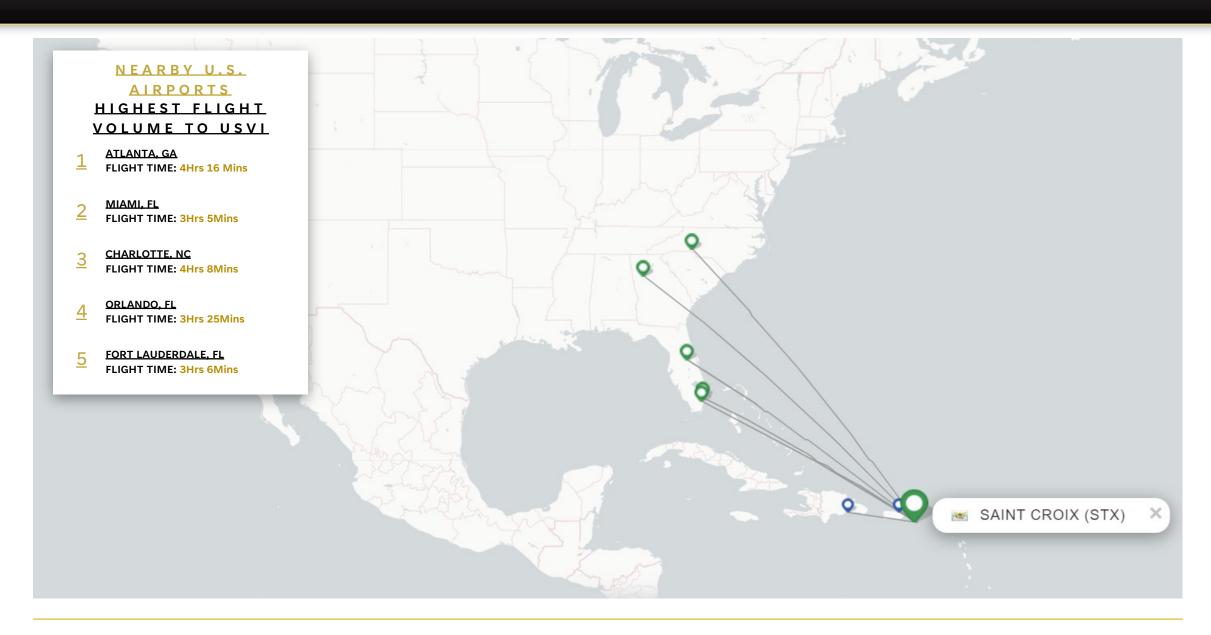
St. George Village Botanical Gardens

Drive Time: St. Croix



ST. CROIX REGIONAL MAP





ADVISORY TEAM

MARINA ADVISOR

JEFFREY SPILMAN, CCIM

Vice President of Investments, Marina Division
Leisure Investment Properties Group
17539 Darby Lane, Tampa, FL 33558
PH: (813) 956-3275
Office: (813) 683-7530
jspilman@thelipg.com
Licenses Nationally

BROKER OF RECORD

HONNIE EDWARDS

Broker
Calabash Real Estate
4126 La Grande Princesse,
Christiansted, VI 00820
(340) 690-6616
honnie@calabashrealtors.com
Lic. #: 2-2871-1B

OUT-OF-COUNTRY COOPERATING BROKER

STEVEN EKOVICH

Executive Managing Director
Out-of-Country Cooperating Broker
Leisure Investment Properties Group, LLC
17539 Darby Lane, Tampa, FL 33558
(813) 503-3118
sekovich@thelipg.com
FL Lic. #: BK3006962



leisurepropertiesgroup.com

