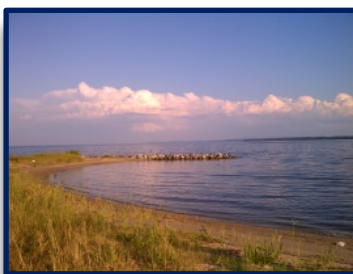




COLONIAL BEACH YACHT CENTER

Investment Property Offering



MONROE BAY
Colonial Beach, Virginia



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CONTACT

TONY SALA | tsala@cbecommercial.com | O: 540.786.1480 | C: 540.429.4818

COLONIAL BEACH YACHT CENTER

1787 Castlewood Drive □ Colonial Beach, Virginia 22443



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COLONIAL BEACH YACHT CENTER

1787 Castlewood Drive □ Colonial Beach, Virginia 22443



- Executive Summary -

Coldwell Banker Commercial Elite is pleased to announce our exclusive listing of the COLONIAL BEACH YACHT CENTER (CBYC). This outstanding property features 7.2+/- acres located in Colonial Beach, Virginia, commanding the entrance to Monroe Bay from the Potomac River. This well protected year-round marina is improved with 140 slips sized from 25' to 65', with dockside capacity for vessels to 150'. Of the 140 slips, 36 slips are covered and under the covered slips are 4 lifts; 5 uncovered slips are also equipped with lifts. All of the docks, pilings, utility services and slip covers are new since the marina's 2002 rebuild.

The slip holders are served by a 65' fuel dock with easy access to the pump-out facilities and bathhouse. And, to round out a boater's day, the beaches along the Potomac are pristine.

"Dockside Restaurant and Blue Heron Pub", the full service restaurant located at the marina's point, seats 200 and offers spectacular sunset views from their private party beach where groups to 1000 can be accommodated. The marina leases this operation.



Asking Price

\$5,487,900



Also leased by the marina ownership is the yard and maintenance operation. This is a full-service maintenance operation utilizing, a 30 ton travel lift and a 9 ton Holstar hydraulic trailer. The 2,400 +/- SF "Old Ship Store" is vacant; the interior can be readily be finished for rental space.

This property represents an excellent marina opportunity with strong cash flow and well-maintained infrastructure. Current assets and operations aside, of significant importance to the long-term future owner of Colonial Beach Yacht Center is the future value added by the current ownership's planning for the marina's expansion. Additional value can be immediately realized by adding twenty (20) wet slips and forty (40) dry-stack storage racks under the marina's current approvals for 200 slips. Moreover, conceptual planning has been undertaken for a 200 rack boatel as well as a new restaurant/boutique hotel over looking the Potomac River. Finally, there exists an opportunity for a possible residential component as well.



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COLONIAL BEACH YACHT CENTER



Quick Facts on the Marina:

1787 Castlewood Drive, Colonial Beach, VA 22443

- Family run business since 1988
- 7.2+/- acres, Zoned C-1
- Protected and commanding location at the entry to Monroe Bay
- Serving vessels from 18' to 150'
- Last deep-water marina for north-bound vessels to Washington, D.C.
- Approximately 57 statute miles to Washington DC and approximately 40 st Chesapeake Bay
- 140 active slips; 36 are covered and 9 slips have lifts (4 lifts are covered)
- All slips, pilings, docks, utility services and covers completely replaced in 2002
- 65' Fuel Dock with 8' draft; gasoline and diesel
- Dual 30 amp and 50 amp services to all slips on A, D and E docks
- Electricity served by Dominion Virginia Power
- Water service to all slips / 3" Municipal service line and on-site well (currently not in use)
- Municipal sanitary sewer
- Cable TV and Telephone service is available
- Verizon provides telephone; Chancellor Communications provides cable
- 30 Ton Travel Lift and 9 Ton Holstar hydraulic trailer
- Complete Boat Brokerage Services
- Full-Service Restaurant seating 200 and Riverfront beach area for 1000!
- Yard Maintenance and Service operation
- Restaurant and Yard Maintenance Operations are leased
- 1,960 +/- SF Owners/Managers apartment
- 2,400 +/- SF "Old Ship Store" is available to lease



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COLONIAL BEACH YACHT CENTER



- Location Overview -

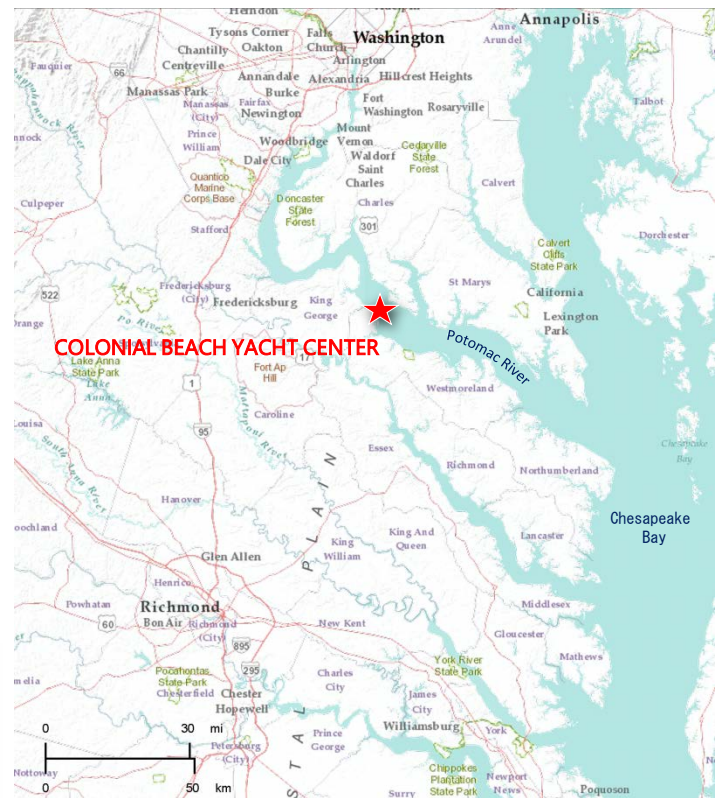
Colonial Beach Yacht Center is situated in the historic Northern Neck of Virginia in the town of Colonial Beach. Colonial Beach began its existence as a bathing and fishing resort over 100 years ago. It boasts having the second longest beach in Virginia; second only to Virginia Beach. The area is historically rich, hosting the birthplaces of George Washington, James Monroe and the Lee family. The natural beauty of Westmoreland State Park, Caledon Natural Area and Voorhees Nature Trail is much the same as when Capt. John Smith saw it for the first time in the 17th century. Moreover, the 8-mile wide Potomac River provides the best in local seafood, with an abundance of crabs, oysters and rockfish. Southern hospitality is our hallmark and the casual life style eases one into a relaxing day long since lost in today's urban settings.



Colonial Beach is located on the Potomac River near one of the fastest expanding naval facilities in Virginia. The Naval Support Facility Dahlgren is one of the region's largest employers, with more than 7,600 workers at the beginning of 2014.

Approximately 57 statute miles to Washington DC and approximately 40 statute miles to the Chesapeake Bay

"Mid-Potomac" Location!



Economically the impact of this facility is huge, accounting for more than \$1.0 Billion being pumped into the region's economy.

Colonial Beach Yacht Center is conveniently located to the I-95 corridor, making accessibility to the Washington and Richmond suburbs an easy drive.



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- Virginia Roads Map -



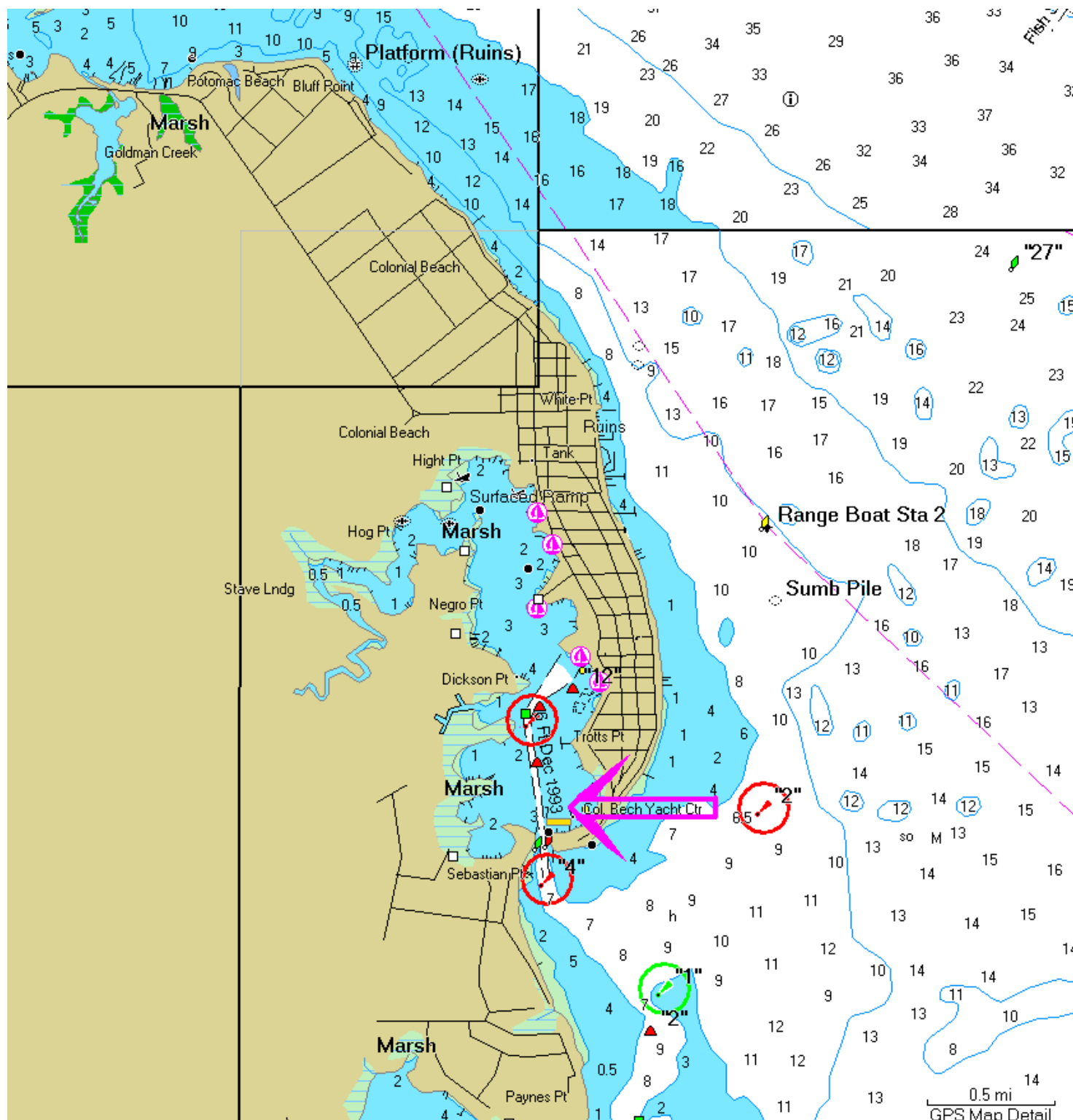
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- NOAA CHARTS-



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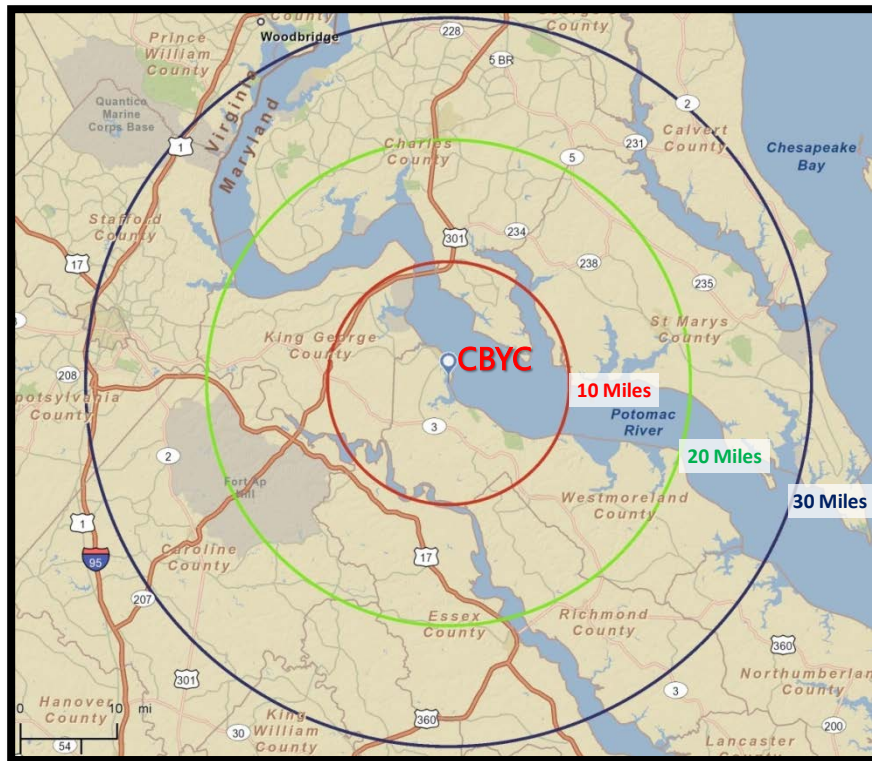


- Local Proximity -



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COLONIAL BEACH YACHT CENTER



1787 Castlewood Drive,
Colonial Beach, VA 22443

- DEMOGRAPHICS -
10-20-30 Mile Radius

(Source: ESRI Business Analyst)

Recreational Expenditures 2013

10 Miles

	Spending Potential Index	Avg Amount Spent	TOTAL
Recreational Vehicles and Fees	116	\$125.24	\$1,149,371
Docking and Landing Fees for Boats and Planes	110	\$8.44	\$77,456
Camp Fees	114	\$41.06	\$376,845
Payments on Boats/Trailers/Campers/RVs	123	\$59.00	\$541,412
Rental of RVs or Boats	106	\$16.74	\$153,658

20 Miles

Recreational Vehicles and Fees	134	\$144.06	\$5,156,399
Docking and Landing Fees for Boats and Planes	133	\$10.21	\$365,451
Camp Fees	138	\$49.74	\$1,780,264
Payments on Boats/Trailers/Campers/RVs	134	\$64.21	\$2,298,444
Rental of RVs or Boats	126	\$19.90	\$712,240

30 Miles

Recreational Vehicles and Fees	135	\$145.43	\$27,494,759
Docking and Landing Fees for Boats and Planes	137	\$10.58	\$1,999,999
Camp Fees	139	\$50.01	\$9,454,299
Payments on Boats/Trailers/Campers/RVs	132	\$63.53	\$12,011,196
Rental of RVs or Boats	135	\$21.31	\$4,029,265

Data Note: The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100.



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COLONIAL BEACH YACHT CENTER



Market Profile

1787 Castlewood Dr, Colonial Beach, Virginia, 22443
Rings: 10, 20, 30 mile radii

- DEMOGRAPHICS -

Prepared by Esri
Latitude: 38.23042
Longitude: -76.96256

	10 Miles	20 Miles	30 Miles
Population Summary			
2000 Total Population	19,276	76,589	394,778
2010 Total Population	22,049	92,092	489,199
2016 Total Population	23,249	99,158	536,246
2016 Group Quarters	265	1,402	12,149
2021 Total Population	24,183	105,241	580,015
2016-2021 Annual Rate	0.79%	1.20%	1.58%
2016 Total Daytime Population	22,950	83,139	479,318
Workers	10,475	30,745	209,012
Residents	12,475	52,394	270,306
Household Summary			
2000 Households	7,513	27,681	140,015
2000 Average Household Size	2.52	2.71	2.74
2010 Households	8,747	33,446	173,041
2010 Average Household Size	2.49	2.71	2.76
2016 Households	9,177	35,794	189,060
2016 Average Household Size	2.50	2.73	2.77
2021 Households	9,516	37,858	204,173
2021 Average Household Size	2.51	2.74	2.78
2016-2021 Annual Rate	0.73%	1.13%	1.55%
2010 Families	6,000	24,813	126,156
2010 Average Family Size	3.00	3.13	3.20
2016 Families	6,250	26,402	136,711
2016 Average Family Size	3.02	3.17	3.23
2021 Families	6,457	27,845	146,968
2021 Average Family Size	3.04	3.18	3.25
2016-2021 Annual Rate	0.65%	1.07%	1.46%
Housing Unit Summary			
2000 Housing Units	9,438	32,193	153,512
Owner Occupied Housing Units	58.8%	68.8%	66.8%
Renter Occupied Housing Units	20.8%	17.1%	24.5%
Vacant Housing Units	20.4%	14.0%	8.8%
2010 Housing Units	11,348	39,501	191,254
Owner Occupied Housing Units	58.4%	68.2%	66.8%
Renter Occupied Housing Units	18.7%	16.4%	23.7%
Vacant Housing Units	22.9%	15.3%	9.5%
2016 Housing Units	11,916	42,424	209,848
Owner Occupied Housing Units	57.3%	66.9%	64.9%
Renter Occupied Housing Units	19.7%	17.5%	25.2%
Vacant Housing Units	23.0%	15.6%	9.9%
2021 Housing Units	12,368	44,937	227,199
Owner Occupied Housing Units	57.2%	66.8%	64.5%
Renter Occupied Housing Units	19.7%	17.5%	25.4%
Vacant Housing Units	23.1%	15.8%	10.1%
Median Household Income			
2016	\$63,569	\$78,659	\$82,131
2021	\$72,473	\$86,622	\$90,822
Median Home Value			
2016	\$251,734	\$303,184	\$306,330
2021	\$276,057	\$337,317	\$347,729
Per Capita Income			
2016	\$31,918	\$34,054	\$35,232
2021	\$34,952	\$37,037	\$38,093

(Source: ESRI Business Analyst)



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COLONIAL BEACH YACHT CENTER



- Amenities & Services: Dockage -

Dockage

Colonial Beach Yacht Center is permitted as a 160 wet and 40 dry slip marina. The marina provides a variety of different types of docking for vessels up to 150 feet and 8 foot draft. Customers have their choice of covered or open, fixed or floating slips; and there is the option for lifts. Presently, there are 140 wet slips; renewal permits for an additional 20 covered floating slips, 40 dry stack slips and 500 feet of additional dockage are being reviewed by VMRC.

Each slip is individually fed power from one of the marina's six 100/250 KVA transformers. Most slips are equipped with individually metered, dual 30- or 50- amp hook ups. Also at each slip there is municipal water and the availability of phone and cable access.



Transient Dockage

The marina's convenient location and easy access provides excellent transient dockage opportunities. Additionally, the marina's land mass provides a natural safe harbor even in the foulest of weather. The 8- foot deep channel to Monroe Bay provides an easy access to the Potomac River and is the last deep water harbor until Washington, D.C. Transient Dockage is available for vessels up to 150 feet in length and 8-feet of draft. The new electrical system provides twin 30- or 50-amp receptacles at each slip. Yacht clubs, flotillas, and individual boats are all welcome. Colonial Beach is a "golf cart friendly" town, and you may reserve one in advance through the marina. There are rental cars and charter buses available if you would like to travel to local attractions.



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COLONIAL BEACH YACHT CENTER



Amenities & Services: Dockage | Maintenance | Brokerage

Fuel Dock

Vessels can fuel on either side of a 65-foot dock with a draft of 8 feet. The fuel is stored in two above ground fuel tanks. One of the tanks is split to provide both diesel and mid grade gasoline (three thousand gallons each). The other tank holds six thousand gallons of mid grade gasoline. The current owner has a permit to expand by adding a six thousand gallon high volume tank for diesel fuel to accommodate larger vessels.



Boat Maintenance

Colonial Beach Yacht Center prides itself in excellent personalized customer service. A variety of marine repair and maintenance services are available. The facility features a 30-ton travel lift and a 9-ton Hostar Hydraulic trailer for marina customers. CBYC service work includes exterior detailing, sand or soda blasting, blister work, shrink wrapping, woodworking, fiberglass repair, aluminum work, and restoration of classic wooden boats; interior detailing is also available

Boat Brokerage

The marina brokers a variety of watercraft, from PWCs to classic yachts. The brokerage service can process loans, titles, registrations, and documentation work. Our brokerage service also provides referrals for insurance and survey as needs



COLONIAL BEACH YACHT CENTER



- Amenities & Services: Dockside Restaurant -

COLONIAL BEACH'S BUSINESS OF THE YEAR 2011!

Colonial Beach Yacht Center features the best place to dine in town, at the "Dockside Restaurant & Blue Heron Pub"! **Dockside** serves fine dining cuisine with a casual atmosphere, entertainment on weekends, and is open year round. The restaurant seats over 200 dinners and has a lawn area for outdoor event up to 1000 people. The restaurant is leased to an operator who has run the business for more than 12 years.



There is always something happening at **Dockside** and you won't want to miss the variety of special events. Live music performs all weekends during the summer at our indoor and outdoor stages. Rain or shine, there will be music at Dockside. The restaurant features a formal dining room, pub seating and screened-in and open porches; we are certain to have the right atmosphere for any occasion. **Dockside Restaurant** also boasts 3 bars, so cooling down in the summer heat is fast, refreshing and fun!

- www.docksiderestaurantandblueheronpub.com



COLONIAL BEACH YACHT CENTER



- Amenities & Services: Marine Store -

Marine Store

Our Marine Store previously offered a wide range of boating supplies, tackle and hardware for those unexpected needs. The current ownership has elected to allow the lessee the yard maintenance and operations to sell these items if desired. The Town of Colonial Beach has an excellent variety of stores nearby that offer provisions for boaters to include a grocery, pharmacy, hardware, and liquor store.



This lease provision can be revised should a new owner desire to sell marine items as a profit center, such items can include, among others:

- Fishing Tackle Licenses
- Fishing Supplies
- Kayak Rentals
- Live Bait
- Beer, Ice, Snacks
- Safety & Boat Supplies
- Basic Personal Items
- Map & Brochures
- T-Shirts, Hats, Totes, Sweatshirts

COLONIAL BEACH YACHT CENTER



Colonial Beach Yacht Center received the prestigious "Virginia Clean Marina designation on May 11, 2011 and is first Virginia Clean Marina in the Monroe Bay/Colonial Beach area. As part of this designation, numerous improvement and/or enhancements were made. Some improvements included:

- Environmental: Clean Marina -



Preventative:

- Erosion Protection Project - 1000' breakwater and berm construction
- Swimming beaches
- Wooden jetty - 65' with dock
- Erosion Protection Project - 365' bulkhead with higher elevation to eliminate tidal flooding of parking lot
- Landscaping - wetland reclamation, the addition of trees, and gardens
- Boat sewage pump out station and two port-a-potties dumping station
- Perpetual public access easement of two and a half acres of beach
- Eliminated septic field and put restaurant on line with municipal sewer
- Installed grease and trash traps in drains



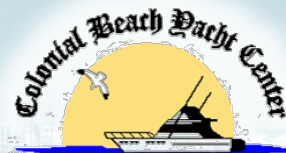
Recycling:

- Recycling station for oil, antifreeze, contaminated fuel, and yard chemicals
- Accessible refuge station
- Recycling station for all cooking oil and grease Disposal
- Free toxic waste disposal program for used oil and filters, contaminated fuel, used anti-freeze, solvents, paints and varnishes, batteries, fishing line, scrap metal, oily rags and used oil absorbent pillows/pads

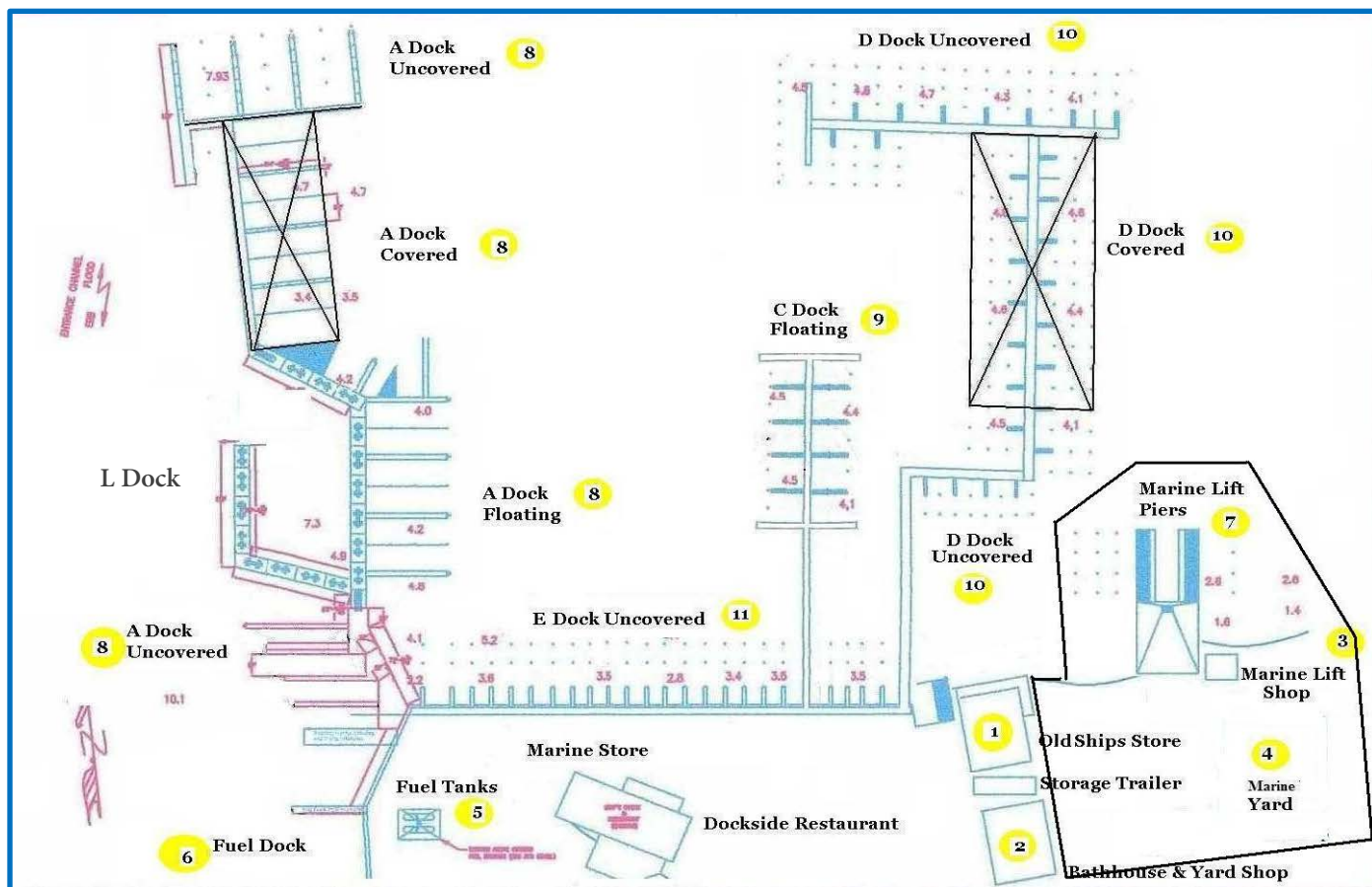
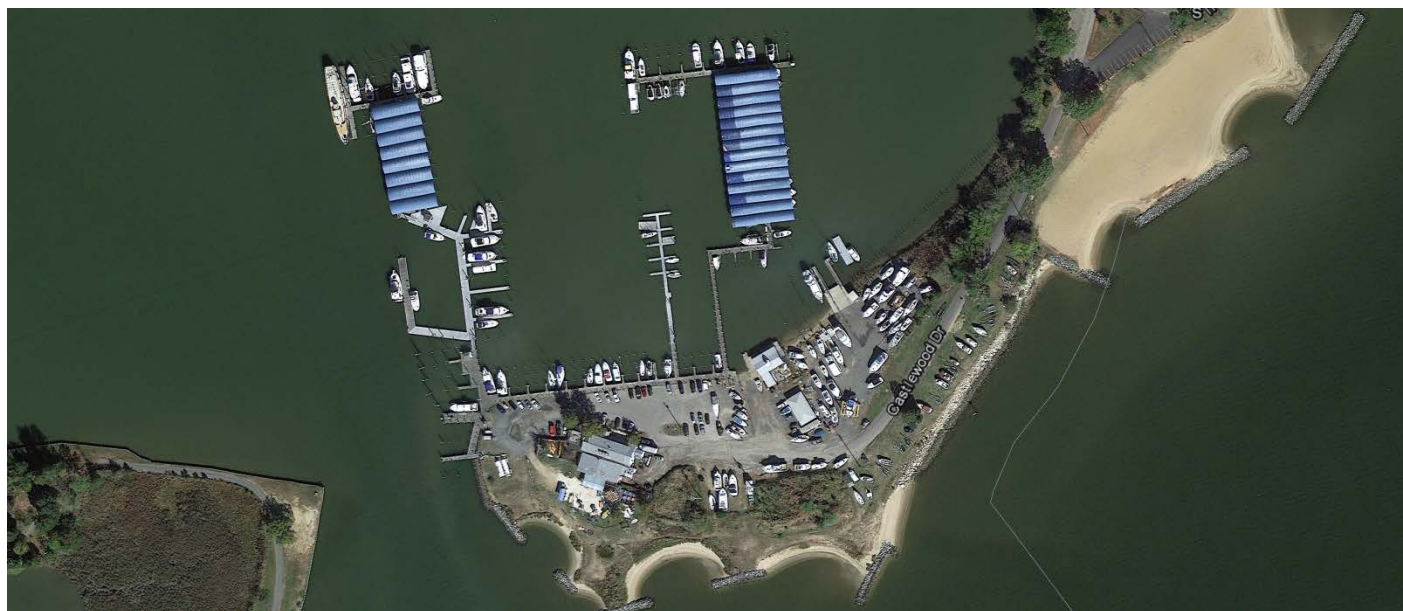
Education:

- Hazard Communication Program
- Severe Weather and Hurricane Emergency Plan
- Fire and Oil/Fuel Spill Response Plan
- Fire Department, Rescue Squad and HASMAT Drills
- Environmental Policies, Terms and Conditions for Dockage and/or Repair

COLONIAL BEACH YACHT CENTER



- Current Site Plan: Marina Property Layout -



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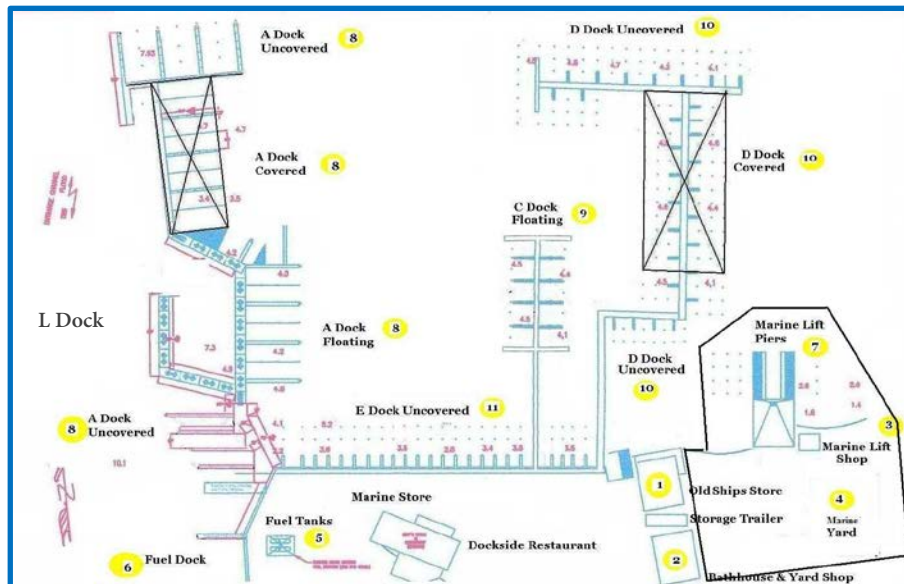
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COLONIAL BEACH YACHT CENTER



- Marina Property Structure Location & Size -

Colonial Beach Yacht Center, Inc. Structure Size						
No.	Description		Length	Width	Stories	Total Sq Footage
2	Bathhouse	Frame w/concrete floor 30 x 40 Built 1969 remodeled 2007 Machinery, plant & stock	30	40	1	1,200.00
1	Old Ship Store	Frame _ 60 x 40, built 2012	60	40	1	2,400.00
3	Marine Lift Work Shop	Frame, 12 x 14, built in 2001	12	14	1	168.00
5	Fuel Dock	2 Dispensers & double 6,000 gal tanks 2007				
6	Fuel Dock	2000 65x8 frame & piling fuel dock				7,743.00
7	Travel Lift Piers	Frame and Pilings with steel I Beam runners (2) 10 x 45, built 2002				
8	Oyster Dock	1995 14x75 frame & piling oyster dock				
8	A Dock Part 1 Uncovered	2006 "A" Docks & Pilings	154	12		1,848.00
8	A Dock Part 2 Floating	2006 "A" Floating	564	12		6,768.00
8	A Dock Part 3 Covered	2006 "A" Docks & Pilings 8 Covered slips 2007	176	8		1,408.00
8	A Dock Part 3 Uncovered	2006 "A" Docks & Pilings	327	8		2,616.00
9	C Dock Floating	2012 "C" Dock Floating Concrete Dock	224	4		896.00
		2003 "D" Dock covered roof				
10		2002 "D" Dock frame & piling				
	D Dock with 28 Covered		827	16		13,232.00
11		2000 "E" Dock Frame & Piling dock & bulkhead				
	E Dock Uncovered		350	16		5,600.00
TOTAL MARINA						28,393.00
	Dockside Restaurant	Frame & piling	95	36		3,420.00
		Porch	67	28		1,876.00
						<u>5,296.00</u>
		Second Level	70	28		1,960.00
TOTAL RESTAURANT						7,256.00



See Legend Attached



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COLONIAL BEACH YACHT CENTER



Total # of Slips Permitted	200	- Marina Slip Inventory -
Total # of Wet Slips	140	
Total # of wet-slips covered	36	Slips / Piers / Covers
Total # of covered slips w/lifts	3	All New in 2002!
Total # of open slips w/lifts	6	

Construction:

- Pilings/Joists/Stringers: Pressure Treated
 - Capped Pilings: Yes
 - Planking Material:
- | | |
|-----------------|--------------------|
| Fixed Docks: | Pressure Treated |
| Floating Docks: | Composite Material |

Current Slip Inventory:

Number of Fixed Slips:

- A Dock

- Covered 65':	8 Slips
- Open 65':	14 Slips
 - D Dock

- Covered 45':	28 Slips
- Open 30':	17 Slips
- Open 45':	16 Slips
 - E Dock

- Open:	<u>25 slips</u>
---------	-----------------
- Fixed Slips TOTAL: 108 Slips**

Number of Floating Slips

- A Dock

- Open 35':	3 Slips
- Open 45':	2 Slips
- Open 65':	7 Slips
- C Dock

- Open:	<u>20 Slips</u>
---------	-----------------
- L Dock

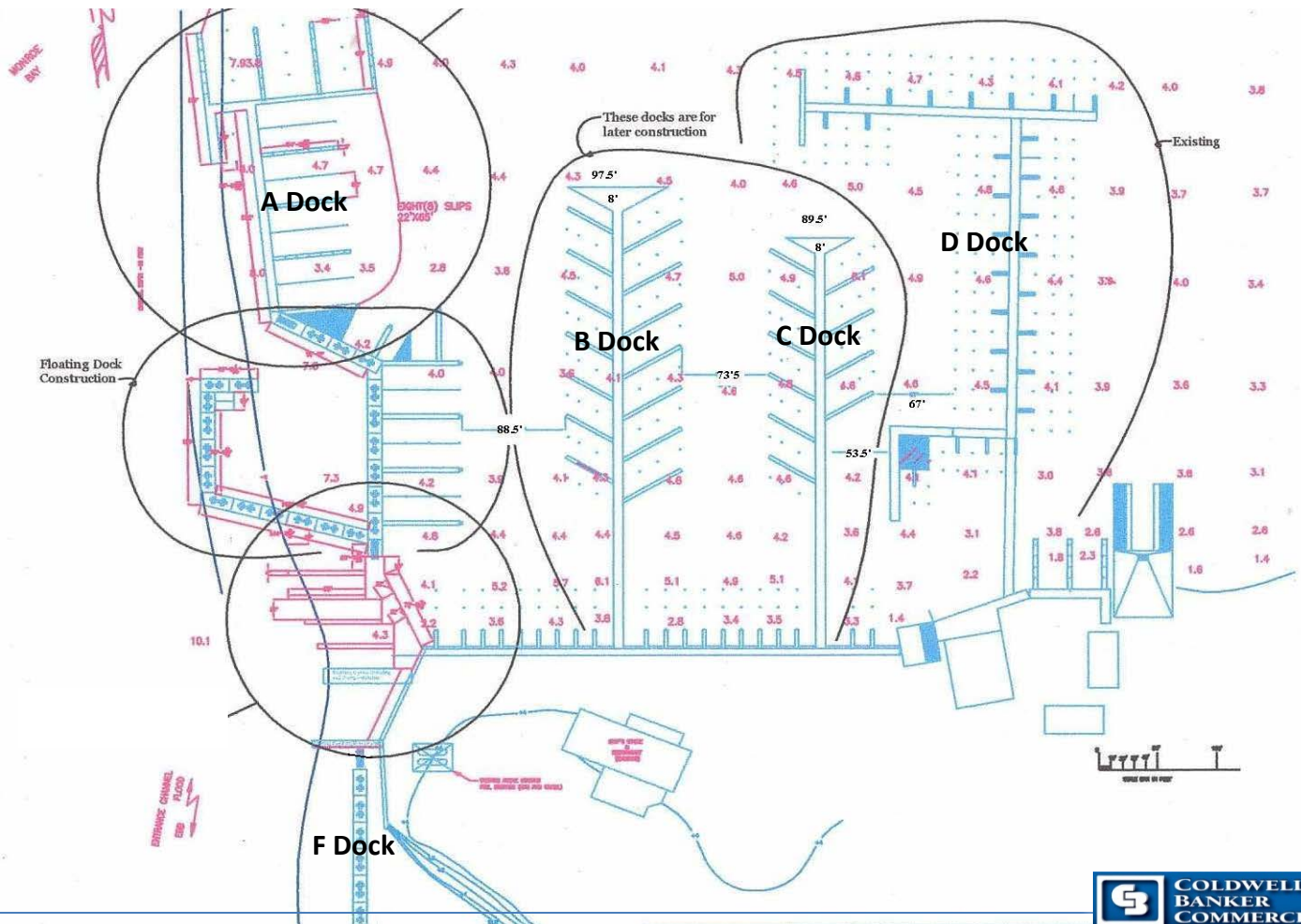
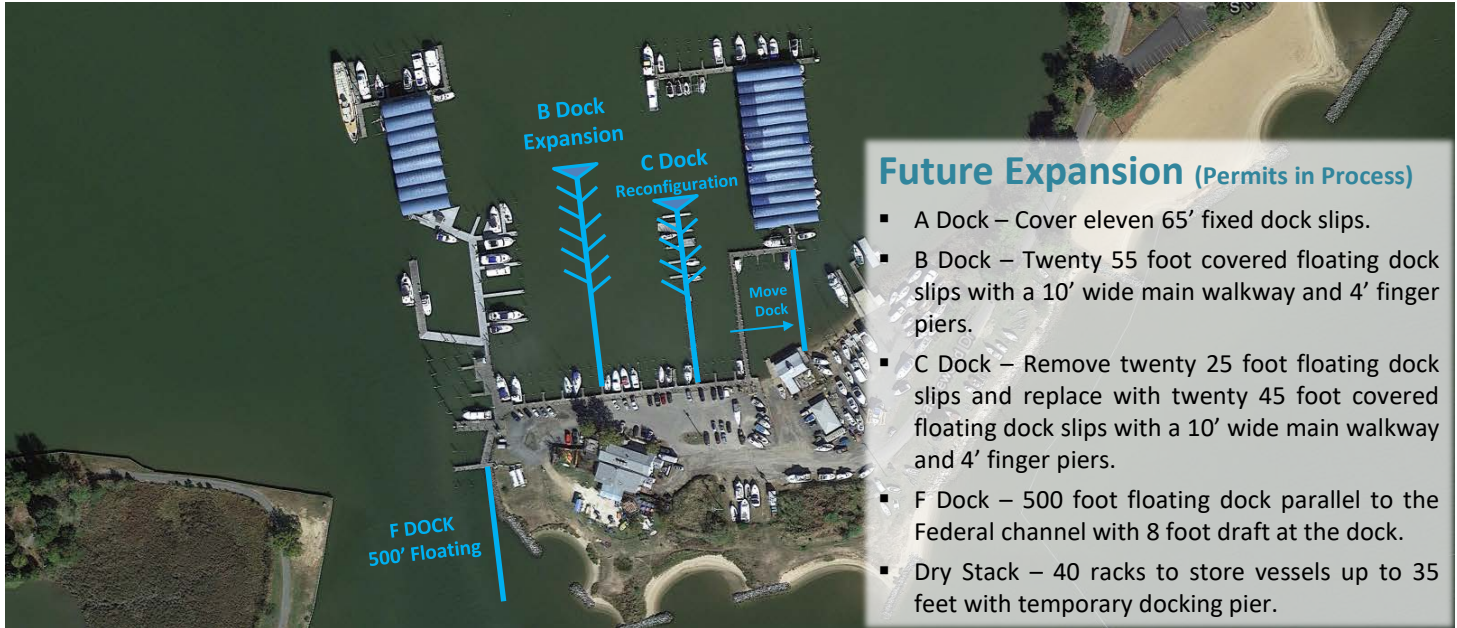
430 Linear Feet of inside docking and 150' of outside docking served by 8 pedestals w/ 4-50 amp outlets and 1 pedestal w/ 4-30 amp outlets

Total Floating Slips: 32 Slips
TOTAL All Slips: 140 Slips

COLONIAL BEACH YACHT CENTER



- Near Term Expansion: Dock Improvements -



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- Long Term Expansion: Hotel / Restaurant / Dry Stack -

Future Expansion (Concepts)

- 40 to 60 room Victorian style boutique hotel.
- 200 seat restaurant with an additional 100 seat meeting dining room.
- Swimming pool
- State-of-the-art high volume fuel dock.
- Self retaining and recycling vessel wash down pad.
- Change 40 unit dry stack to a 200 unit enclosed building plus a 5,000 square foot building for office, bathhouse and retail space.



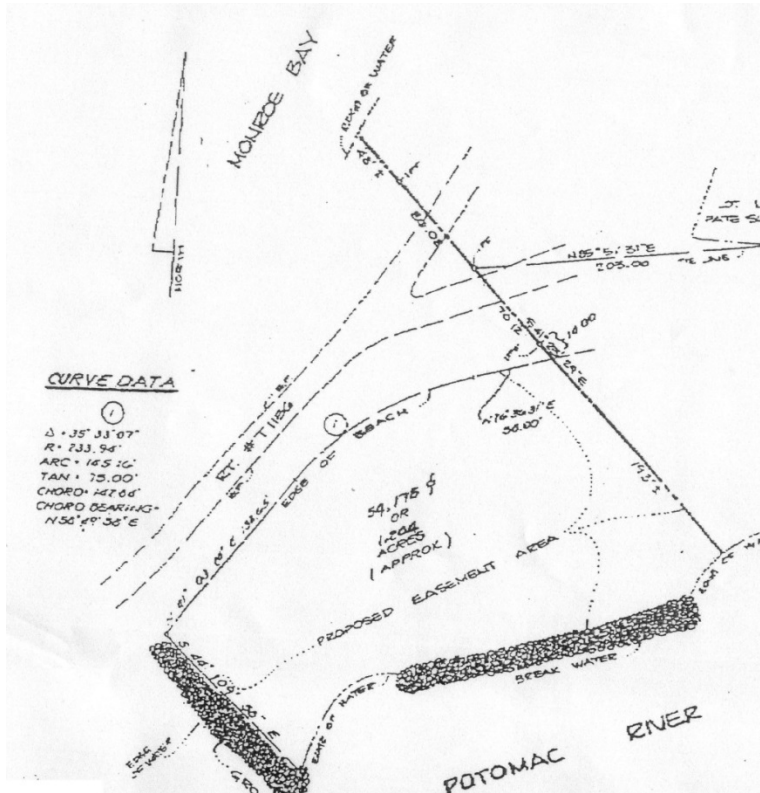
COLONIAL BEACH YACHT CENTER



- Zoning-

The 7.2 +/- acres subject to this offering is zoned C-1; the Town of Colonial Beach administers the operational Zoning Ordinance. All current and planned uses at the marina are consistent with the zoning ordinance, copy of which is attached.

In 1992 the ownership of the Marina, working with the Town of Colonial Beach, placed an easement upon approximately 1.2 acres of beach property to provide recreational opportunities and river access to the Town residents. This easement is illustrated in the survey below and the aerial photograph.



COLONIAL BEACH YACHT CENTER



- Business Summary/Opportunity -

Colonial Beach Yacht Center represents a truly unique marina opportunity to anyone looking to own a marina with tremendous up-side potential. Family run since 1988, the purchaser will have a thorough operational & historical portfolio of information readily available. Additionally, the owners are open to structuring a sale that includes their operational involvement, whether full or part time, as employees or consultants, over an agreeable time line post-closing.

The owners have transitioned their daily involvement over the years from full-time direct operation of the restaurant and yard/maintenance operations to leasing these functions. Additionally, they have elected to remove the marine store from their daily routine by allowing the lessee of the yard/maintenance operation to sell these items.

As a result of these changes the owners have been able to concentrate on the marina operations without the burdens of operating and managing these support services. A direct result of this has been their opportunity to plan for the expansion and growth of the marina to the benefit of the future ownership. This expansion is best categorized as a two-fold endeavor: 1) The “near-term” expansion & 2) The “long-term” expansion.

Near-term, the owners are currently renewing permits for an increase in the number of wet slips from 140 to 160 and the addition of a 40 unit outside dry storage rack. This work includes the addition of a 20 slips covered “B Dock” and the reconfiguration of the existing “C” Dock to accommodate twenty 45’ slips & widening the walkway.

Also included in the near term project is the addition of a 500’ floating dock on the approach to the marina parallel to the federally dredged channel and a new high speed fuel dock.

Long term, the owners have developed conceptual plans which include a 40+ room boutique hotel overlooking the Potomac River, together with a new 200 seat restaurant and meeting room for 100. A swimming pool is also included in these plans.

Additionally the previously erected 40 unit dry stack storage will be converted into a boatel with new bathhouse facilities, retail space and offices. A high speed fuel dock is included, as is a vessel warm down pier.

Finally there is a possibility of a future residential component along the river.

COLONIAL BEACH YACHT CENTER



- Business Summary cont. -

Thus, Colonial Beach Yacht Center offers not only attractive cash flow based upon current operations and facilities, but also the opportunity for the new owner to enhance cash flow by:

- 1) Renegotiating/Restructuring the current restaurant and yard maintenance leases;
- 2) Adding additional wet slips, both covered and open;
- 3) Adding Dry-Stack Storage;
- 4) Building a hotel/restaurant and
- 5) Adding a 200 rack Boatel and a 5,000 SF building for office, retail and bathhouses

Current income and expense reports, the existing restaurant & yard maintenance leases and independent third party construction bids for the construction of "B" Dock are available upon execution of a Confidentiality Agreement.

Please contact Tony Sala, listing agent, for more information and to schedule a tour of this outstanding opportunity!

COLONIAL BEACH YACHT CENTER



The Offering

The 7.2+/- Acre Colonial Beach Yacht Center Property is being offered for sale at:

\$5,487,900

Exclusive Listing Agent:

TONY SALA



tsala@cbecommercial.com

O: 540.786.1480

C: 540.429.4818

An avid boater for more than twenty years, Tony Sala brings over 40 years of real estate management, marketing and sales experience to Coldwell Banker Commercial Elite. He specializes in special projects new property identification, governmental approvals, acquisition, product concept development, financing, builder relations and marketing. Tony has also assisted private property owners in the planning and approval of their properties. He has an extensive background in active adult retirement communities and has been a member and Trustee of the 50+ Housing Council of the National Association of Home Builders. In addition, he has served on the Board of Directors of the NAHB, as an officer of the Homebuilder's Association of Virginia, as a member of the Board of Directors of the Northern Virginia Building Industries Association (Senior Life Director) and as an officer of the Fredericksburg Area Builders Association.



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