



MARINA AND WATERFRONT PROPERTY & HOTEL DEVELOPMENT PORTFOLIO INVESTMENT OFFERING

ST. THOMAS, U.S. VIRGIN ISLANDS

PRESENTED BY | WATERFRONT INVESTMENT PROPERTIES, INC.



Confidentiality Disclaimer

This Confidential Offering Memorandum was prepared by Waterfront Investment Properties Inc. and has been reviewed by Owner Entity (the “Company” or the “Sponsor”). It contains selected information pertaining to the Company’s sale of the Property and neither purports to be all-inclusive nor to contain all of the information that a prospective buyer or investor in a transactions relating to the Property may desire. All financial projections are provided for general reference purposes only. These financial projections are based upon assumptions relation to the general economy, competition and other factors which are subject to material change or variation. Prospective investors may not rely upon the financial projections, as they are illustrative only.

Certain documents in this Confidential Memorandum, including financial information, are described in a summary form and may not be complete or accurate descriptions of the full agreements involved. These summaries do not constitute a legal analysis of such documents. This Confidential Memorandum is subject to prior placement, errors, recommendation, endorsement, or advice as to the value of the Property by Waterfront Investment Properties, Inc., or the Company. Each prospective investor is to rely upon its own investigation, evaluation and judgment as to the advisability of acquiring the Property described herein.

The Company and Waterfront Investment Properties, Inc., expressly reserve the right,, at their sole discretion, to reject any or all expressions of interest or offer to acquire the Property, and/or terminate discussions with any party at any time with or without notice for any reason or for no reason. The Company shall have no legal commitment or obviation to any prospective investor reviewing this Confidential Memorandum or making an offer to acquire the Property unless a written agreement to acquire the Property has been fully executed, delivered and approved by the Company and any conditions to Company’s obligations thereunder have been satisfied or waived. Waterfront Investment Properties is not authorized to make any representations or agreements on behalf of the Company.



Table of Contents

	Geographic Location	4
	Executive Summary	5
	Compass Point Marina & Commercial Building	6
	Independent Boat Yard & Marina	9
	Waterfront Development Land Opportunity	13
	Market Overview	15



Red Hook

Exclusive Marketing Advisor
Waterfront Investment Properties, Inc.

International Marina/Resort Brokerage
115 East 37th Street New York, NY 10016
917.455.1968

Karen Calvacca, Principal
karen@waterfrontinvestmentproperties.net



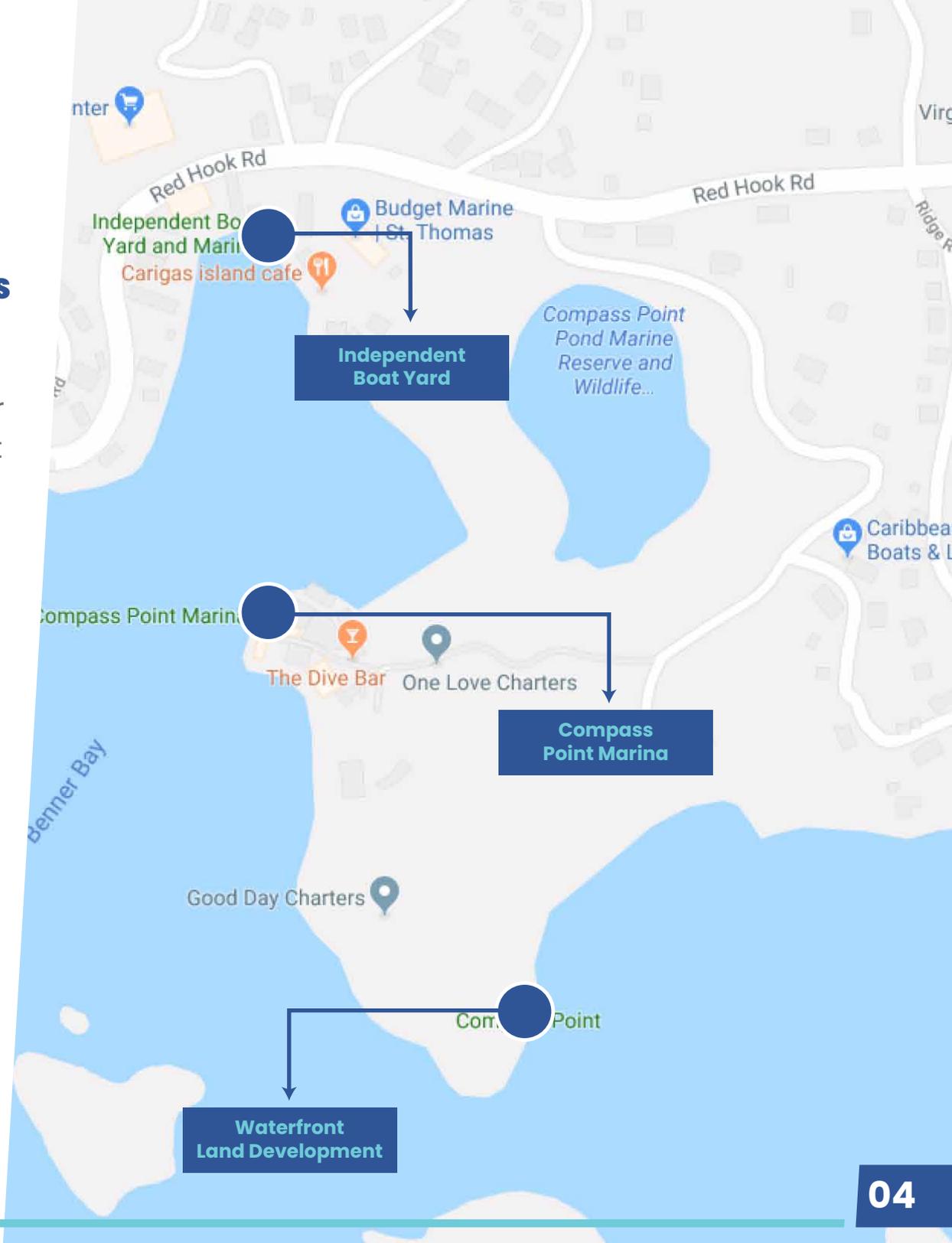
Geographic Location

INDEPENDENT BOAT YARD & COMPASS POINT MARINA

Both properties are located in Benner Bay, which is one of the largest protected anchorages on St. Thomas, and boats secured in this harbor are considered safe from storms with winds coming from any direction. Both marinas withstood two Category-5 hurricanes in September 2017 with minimal damage.

WATERFRONT DEVELOPMENT LAND OPPORTUNITY

This property is located adjacent to Compass Point Marina, and is along the shoreline at Frydenhoj Lagoon, and comprises a sandy beach with excellent snorkeling opportunities. The site has (W1) Zoning permitting a 236 room hotel.

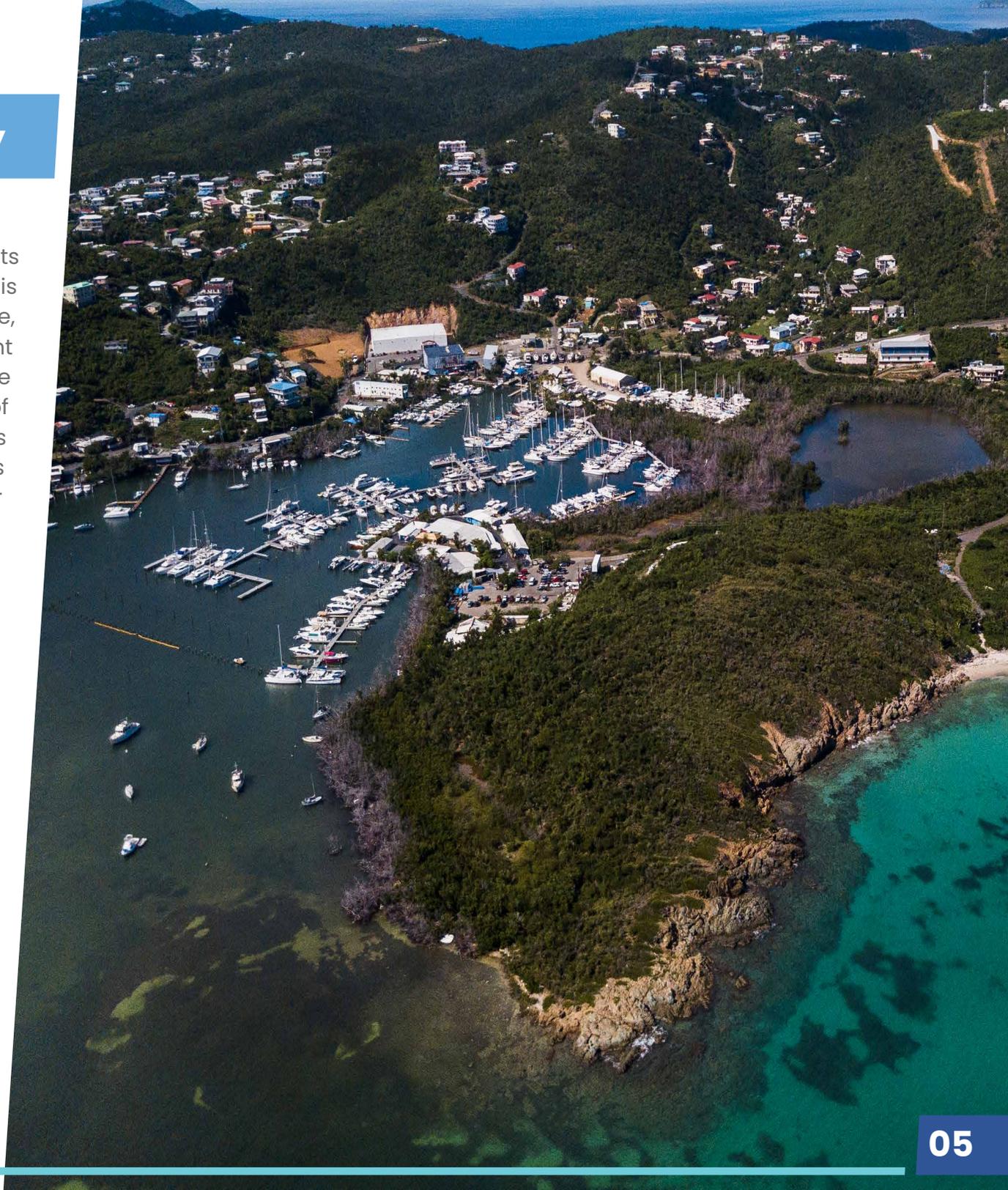




Executive Summary

Waterfront Investment Properties, through its representation of the ownership entities, is pleased to offer for sale 2 distinctive, established marinas and 1 waterfront development land opportunity. These properties are located on the south coast of the eastern end of St. Thomas on Compass Point, which is in Estate Frydenhoj. Compass Point forms the eastern shore line of Benner Bay, the harbor in which all the marina slips are located. Benner Bay is one of the largest protected anchorages on St. Thomas, and boats secured in this harbor are basically protected from storms with winds coming from any direction. Many marinas are located there, the largest one being the Compass Point Marina.

Route 32 is the main road passing through Frydenhoj, and the subject is located on a private road approximately a half mile away from Route 32. This offering represents a unique opportunity to acquire three irreplaceable properties with proven strong returns.



COMPASS POINT MARINA

6300 ESTATE FRYDENHOJ #22, ST. THOMAS, VI 00802





Investment Overview

COMPASS POINT MARINA

6300 ESTATE FRYDENHOJ #22, ST. THOMAS, VI 00802

Compass Point Marina

Compass Point Marina (CPM) is located in Benner Bay, St. Thomas USVI. This bay is considered the 'hurricane hole' location for boat slips as it is protected by hills on the southeast and northeast of the marina. Different from other marinas, CPM does not require its boat owners to vacate their slips prior to an on coming storm, making CPM a preferred and sought after location for boat owners.

This 3-acre property contains a 172-slip marina with 17,060 SF of leasable commercial space shore-side. There are 2 additional buildings containing apartments comprised of 7,692 SF, for a total of 24,752 SF of leasable area under roof, and inclusive of porches the interior area, is equal to 32,581 SF. Additionally, this space includes 45 storage lockers, all of which are occupied. The property has 2 parking lots, totaling 100 spaces, with an area of 45,000 SF. Furthermore, there is a new R.O. plant for purifying seawater that provides enough potable water for the marina and Independent Boat Yard next door. This plant's output has doubled the output of the system it replaced (4 years old) while using half the electricity. Independent Boat Yard is currently installing its own high efficiency R.O. plant that will be capable of supplying water to both IBY and CPM giving both properties stand alone redundancy. A sewage plant is also part of the property. The marina owns a pile driver that can drive new pilings in place at greatly reduced cost as compared to outside contractors.

- Property Area:** 3 ± acres | 24,752 SF of Leasable area | 45,000 SF of Parking Lot area
- Parcel:** 41-6-1
- Zoning:** Commercial | W-1 Waterfront, Pleasure
- Use Facilities:** Slip rentals, Commercial space rentals, storage locker rentals, potable water sales, electricity charges, parking lots, and apartment rentals
- Number of Slips:** 172 boat slips (construction is ongoing for an additional 40 slips with an estimated completion in 2019)
- Parking Spaces:** Approximately 100 spaces
- Site Improvements:**
- The property contains 7 commercial buildings & 2 apartment buildings
 - Buildings have recently been undergoing repairs as a result of storm damage, and expect to be fully repaired by January of 2019
 - In the waters adjacent to the subject there are 166 slips with a deck area of 14,096 SF, with another 40 slips nearing completion of construction, with the intention to be utilized by 20 catamarans, which need 2 slips each because of their large width
 - The marina has an R.O. plant that can produce as much as 20,000 gallons per day
 - Following the storms all electrical service on the property has been placed underground and upgraded.
 - All the main switch gear has been replaced
 - Two new generators have been purchased with insurance proceeds



Property Highlights

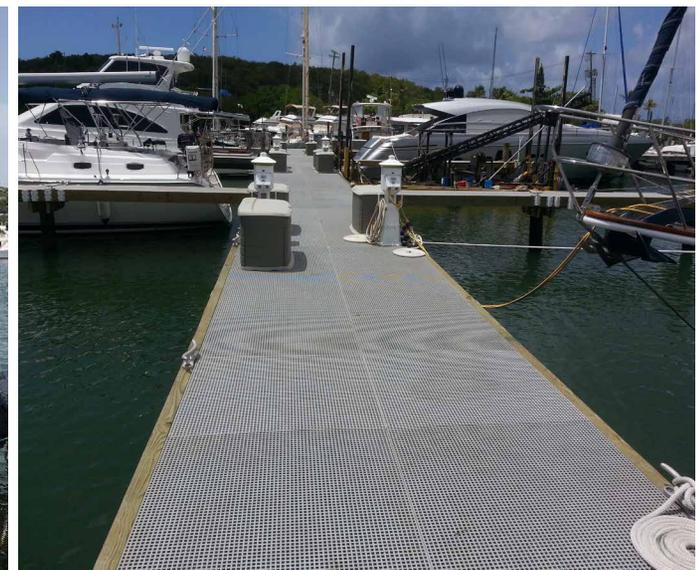
COMPASS POINT MARINA

6300 ESTATE FRYDENHOJ #22, ST. THOMAS, VI 00802

- Considered the best 'hurricane hole' location for boat slips, due to its protected location
- 172 boat slips (with new dock of 40 small boat slips or 20 catamaran slip under construction estimated completion 2019)
- Free high-speed internet
Commercial and Residential properties, parking lots, and storage providing additional income
- Buildings have undergone recent renovations due to storm damage
- Marina owns a pile driving barge that can drive new pilings in-place at a greatly reduced cost as compared with contracting that work out
- Marina has an R.O. plant that can produce as much as 20,000 gallons per day
- All docks have been resurfaced. New stainless steel infrastructure has been installed. Electrical upgrades have been ongoing the last 12 months.

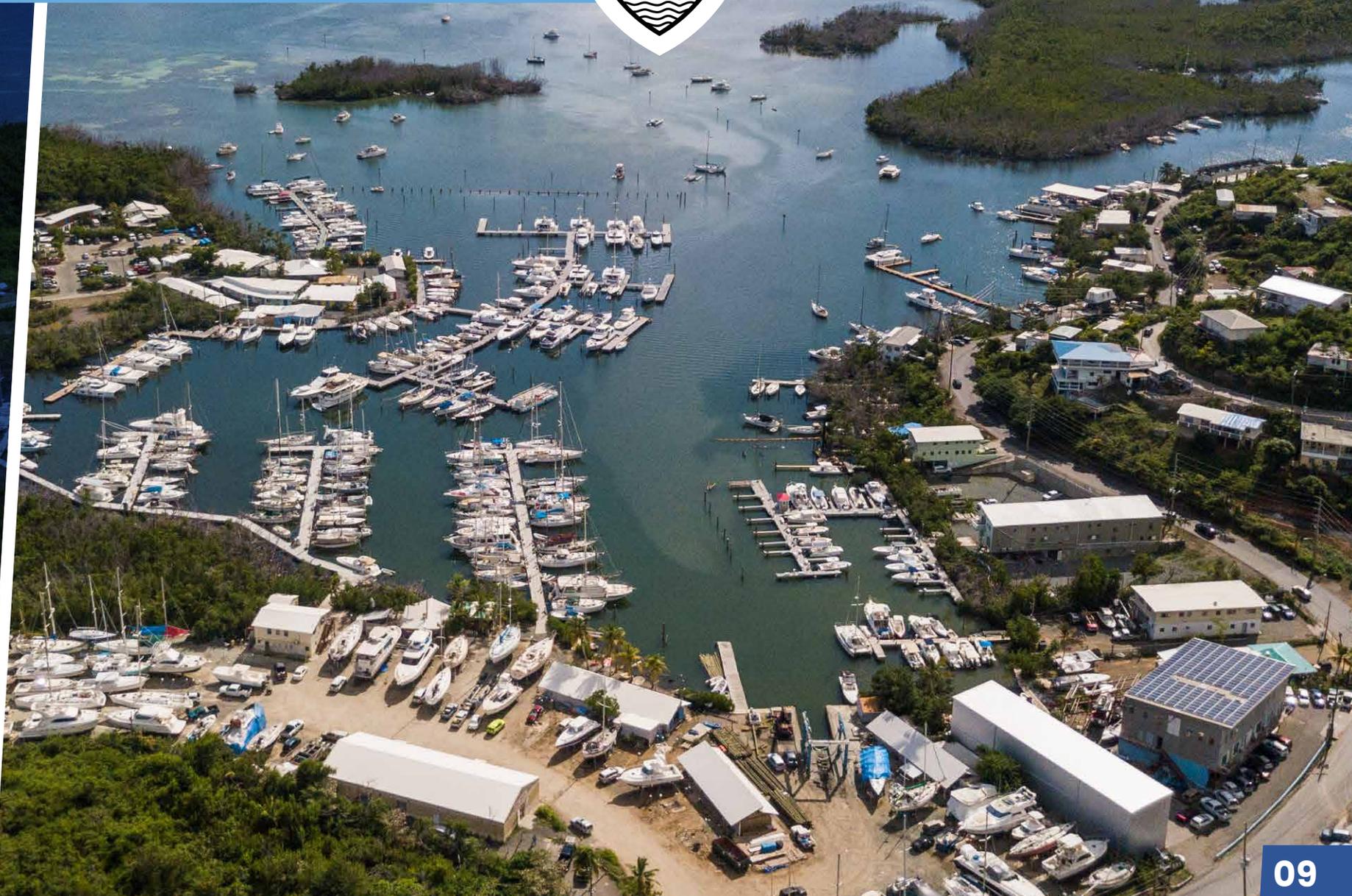


Piles for New Dock



INDEPENDENT BOAT YARD & MARINA

6249 FRYDENHOJ -49, ST. THOMAS, VI 00802





Investment Overview

INDEPENDENT BOAT YARD & MARINA

6249 FRYDENHOJ -49, ST. THOMAS, VI 00802

Independent Boat Yard

This property is located in Benner Bay, St. Thomas, USVI. Benner Bay is considered the best 'hurricane hole' on St. Thomas. Insurance companies mandate some vessel owners to store their boats on land during hurricane season (June 1 – Dec. 1) filling all the available storage space in the yard. Unlike most other marinas, IBY does not require boat owners to vacate their slips for an oncoming storm, making IBY a preferred marina.

IBY is the only full service boat yard on the island of St. Thomas. Its' services include boat hauling (up to a maximum of 65 Ft.), bottom cleaning as well as preparing a vessel for bottom paint. The boatyard employs painters to provide this service. Additionally, IBY rents onsite space for a large chancellery (Budget Marine), carpentry shop, sail boat rigger, outboard engine repair, welding and mechanical services and a fiberglass repair shop. A restaurant serving three meals a day seven days a week is on the property.

- Property Area:** 4.049 ± acres | being utilized for dockage, haul out facilities and ancillary services
- Parcels:** 49, 75, 83, 50A, & 101A
- Zoning:** Commercial | W-1 Waterfront, Pleasure
- Use Facilities:** Full-service boat yard providing boat hauling (max. 65 Ft.), bottom cleaning as well as preparing a vessel for bottom paint. The boatyard employs painters to provide this service. Additionally, IBY rents onsite space for a large chancellery (Budget Marine), carpentry shop, sail boat rigger, outboard engine repair, welding and mechanical services and a fiberglass repair shop. A restaurant serving three meals a day seven days a week is on the property.
- Number of Slips:** 90 boat slips
- Storage Capacity:** 120 boats (depending on size) & still have room to service an additional 25 boats having work performed on them.
- Site Improvements:**
- Two new generators: 35 KW weather enclosed generator which will power the wood shop & machine shop & a 1 year old 55 KW generator.
 - Slipway has been dredged to 9 ft & there is a 5-year Corps of Engineers permit in place to dredge it more if necessary.
 - High voltage feed to the yard was replaced and a new pole & weatherhead installed
 - After the storm, roofs were patched as necessary; in the near future all the roofs except those on the Budget Marine building & machine shop will be totally replaced using hurricane insurance money.
 - All dock electrical switching panels (3 located on the docks) were replaced with better fiberglass boxes and all the electrical switch gear in them is new.
 - Policy was created for the property to receive high speed internet at no cost
 - Property purchased a 35-ton Grove crane in good condition in early September
 - All jack stands are new heavy duty galvanized steel purchased in the last 3 years.



Property Highlights

INDEPENDENT BOAT YARD & MARINA

6249 FRYDENHOJ - 49, ST. THOMAS, VI 00802

- Only Full-service Boat Yard on the Island
- 120 boat capacity, with room to service an additional 25 boats that need work
- Free high-speed internet
- Onsite restaurant serving meals 7 days/week
- Boatyard services approximately 800 marine craft of all types annually
- Property is located in Benner Bay, which is considered the best 'hurricane hole' on St. Thomas
- Many improvements have been made to the property post-hurricane
- Marina consists of 4 T-docks of 8,230 SF wood decking, with an additional floating dock made up of 1,000 SF of decking.
- All docks have been resurfaced. New stainless steel reinforcement has installed.
- Equipment on site:
 1. 55-ton travel lift
 2. Large hydraulic trailer
 3. 35-ton Grove Crane
 4. New Man Lift



WATERFRONT DEVELOPMENT LAND

REMAINDER ESTATE FRYDENHOJ, ST. THOMAS, VI 00802





Investment Overview

WATERFRONT DEVELOPMENT LAND

REMAINDER ESTATE FRYDENHOJ, ST. THOMAS, VI 00802

Waterfront Development Land

This Development Land consists of 2 contiguous waterfront parcels, with a total acreage of 15.42 acres. Parcel 41 Remainder is 4.25 acres and has frontage on a sandy swimming beach. Parcel 41-7 is 11.17 acres, and this parcel contains shoreline in Frydenhoj.

This property is adjacent to the Compass Point Marina, which can be developed to compliment this neighboring asset. Outside the gold-plated yacht marina category, the Compass Point Marina is the newest, largest and most up-to-date marina on the island, catering to boats in the 25 to 65 foot range. It is also one of the best protected marinas on the island. This property is perfect for a new upscale resort, catered to part-time or full-time residents who wanted to be near a marina facility where they could start their diving or fishing excursions, and keep their own boats close by. The fact that several resort-condo complexes on the island have full time residents proves there is a demand for full time resort living.

Property Area: 15.42 ± acres

Parcel: 41, 41-7

Zoning: Commercial | W-1, known as Waterfront Pleasure. This zoning allows for hotels, condos, and two family residences. Minimum lot sizes are 10,000 SF

Best Use: Upscale boutique hotel or residential resort of 80 vacation condos or residences





Property Highlights

WATERFRONT DEVELOPMENT LAND

REMAINDER ESTATE FRYDENHOJ, ST. THOMAS, VI 00802

- Beautiful waterfront property consisting of over 15 acres
- Zoned W-1, which permits hotel development
- Topography of the land is easily suited for development
- Property is adjacent to Compass Point Marina
- Land has frontage along the Frydenhoj Lagoon, as well as a sandy swimming beach





ST. THOMAS, VIRGIN ISLANDS

While the tourist industry on St. Thomas will take up to three years to recover from the hurricanes, the marine industry is expected to be fully recovered by the middle of 2019. The tourism industry lags behind because most hotels here have not been rebuilt yet, since that process is expected to include major upgrades for the hotels when they are rebuilt above what qualities of their designs and level of sophistication were before the hurricane.

Due to the great location in a protected hurricane hole, these assets have a strong hold on the long term slip rental market here. Most other marinas on St. Thomas force their tenants to leave their docks before storms strike, while these do not. Furthermore, most larger boats, like the ones that are often docked in the area, are owned by relatively well-off people who are not directly affected by the short term ups and downs of the local economy, meaning that business should return to normal for the subject once the current excess demand for its services tail off (once most boats are repaired).



MARINA AND WATERFRONT PROPERTY & HOTEL DEVELOPMENT PORTFOLIO INVESTMENT OFFERING

ST. THOMAS, VIRGIN ISLANDS

Please Contact To
Arrange Additional Information:

Karen Calvacca, Principal
Waterfront Investment Properties Inc.

917.455.1968

Karen@waterfrontinvestmentproperties.net

