

# SHIELDS MARINA

SAINT MARKS, FL



OFFERING MEMORANDUM

**KW COMMERCIAL**  
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SAINT MARKS, FL

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SHIELDS MARINA

# PROPERTY INFORMATION

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EXECUTIVE SUMMARY

PROPERTY DESCRIPTION

DRY / COVERED / WET STORAGE

MAIN OFFICES / WELL EQUIPPED SHIPS STORE

SUPPLIES AND OFFICES

INDOOR AND OUTDOOR COVERED STORAGE

PARTS & SERVICE DEPT

AMENITIES AND A LOYAL CUSTOMER BASE

OPEN / COVERED WET SLIPS

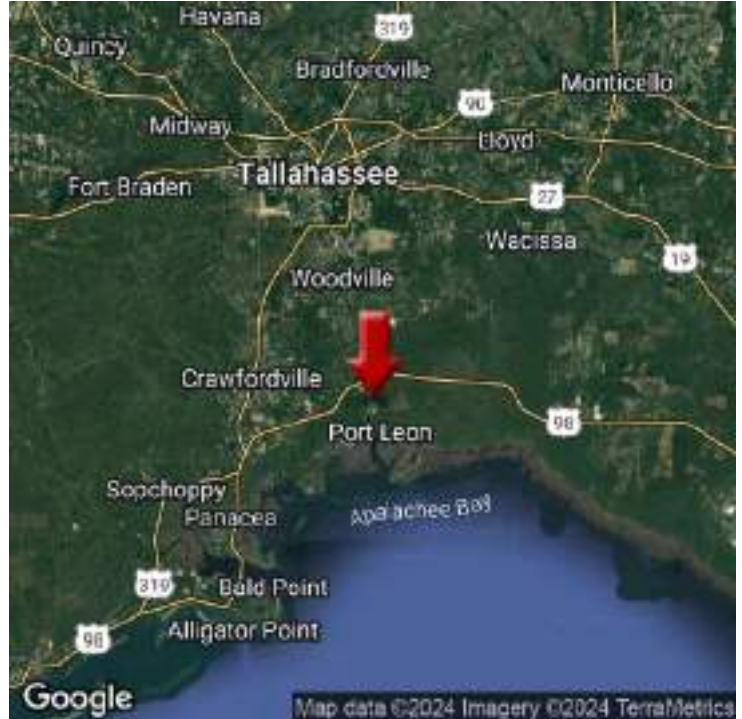
FUEL STATION AND ABOVE-GROUND TANKS

HAUL AND LAUNCH OPERATIONS

NEW COVERED DOCKAGE AND PRIVATE BASIN

BEST OF WAKULLA AWARD!

# EXECUTIVE SUMMARY



## OFFERING SUMMARY

<b>SALE PRICE:</b>	\$12,000,000
<b>PROPERTY SIZE:</b>	Approx. 2 acres
<b>BUILDING SIZE:</b>	Approx. 60,000 +/- sf
<b># RACK SPACES:</b>	Approx. 320
<b># WET SLIPS:</b>	Approx. 80 total, 20 covered now with a total of 34 covered at completion of current project

## SALIENT FACTS

- Family-Owned Property and Marina Operations Since 1928
- Full Service Marina with Direct and Open Access to Gulf of Mexico
- Two spring-fed rivers - the St Marks & the Wakulla (fishing and boating all year)
- Located on the St. Marks River only 16 miles from Tallahassee, Florida's Capital City
- Largest marina within 100 mile radius
- Direct drive from South Georgian fishermen and boaters of all types
- Indoor and Covered Open Rack Storage
- Additional Covered Storage on Trailers on Separate Parcel
- Wet Slips with New Undercover Dockage Basin Nearly Completed
- Accommodating Vessels up to 65' in Wet Slips
- Predominantly fresh water (which is easy on bottoms, motors and running gear)
- Robust Service and Parts Department
- Ships Store - Tackle, Bait, Clothing, Sundries
- Rec 90 and Diesel Fuel Dock with Pump-out Station
- Additional Undercover Dockage Nearly Completed
- Expansive Solar Power System Ready for Install
- Located on Wakulla River, 7 miles to the Gulf of Mexico
- Earned Wakulla City Chamber 2021 Business Excellence Award



# Property Description

## PROPERTY OVERVIEW

The marina offers a variety of storage options; wet slips both covered and uncovered that can accommodate vessels up to 65' and covered rack storage. This property is a Full-Service marina with direct and open access to the Gulf of Mexico.

Besides a well-stocked ship store handling tackle, bait, fishing supplies, clothing, sundries, marine electronics, picnic items and more, there is a factory trained service department and well stocked marine parts department located directly across the street from the ship store. The ship store also has offices for management and bookkeeping and a nice galley for the employees to use. The marina sells boats, motors and trailers as well as used boats on consignment which generates additional income. There is a separate building which houses restrooms, showers, and a washer & dryer.

A dual all-tide boat launch is available for those customers who do not keep their boat in storage which also generates income by charging a launch fee and driving additional retail sales in the adjacent ship store. In addition, the marina offers both gasoline and diesel fuel and has a pump-out station as well as a pump-out vessel for off-premises service. There are three choices for fueling a vehicle; the fuel dock in front of the marina on the St. Marks River, fuel station near the forklift operation and the availability to offer fuel to vehicles on land.

Shields Marina also generates revenue from its pontoon, kayak, and boat rentals.

For the last several years, Shields Marina has won numerous "readers choice" awards, the latest being awarded the Best Marina in Wakulla County and Runner Up for both sales and service. In addition, the Wakulla Chamber of Commerce awarded Shields Marina their 2021 Business Excellence Award

An expansive solar power system was just installed on the roof of the main storage building that has reduced the electric utility expenses by approximately 95% (not including the docks). The entire solar system is included in the price.



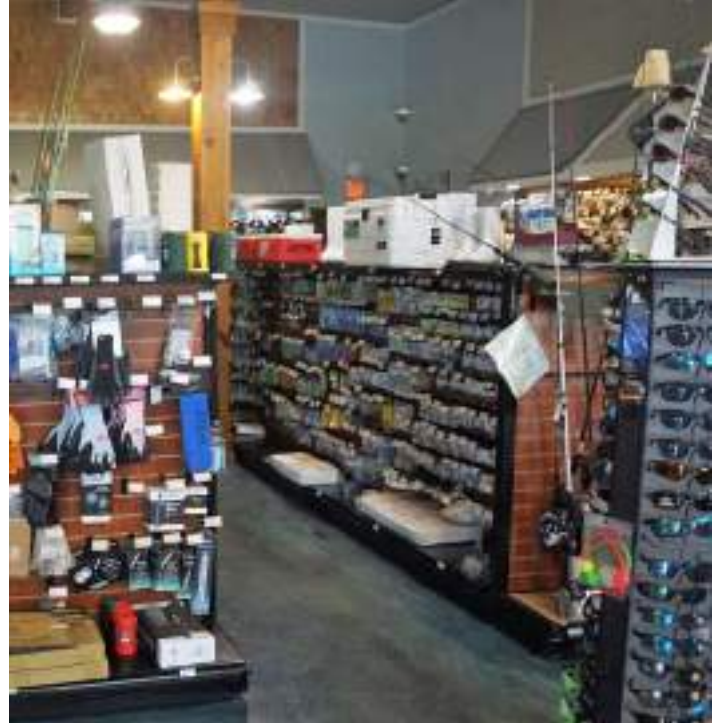
# DRY / COVERED / WET STORAGE



# MAIN OFFICES / WELL EQUIPPED SHIPS STORE



# TACKLE / BOATING SUPPLIES / DRINKS / BAIT



# INDOOR AND OUTDOOR COVERED STORAGE



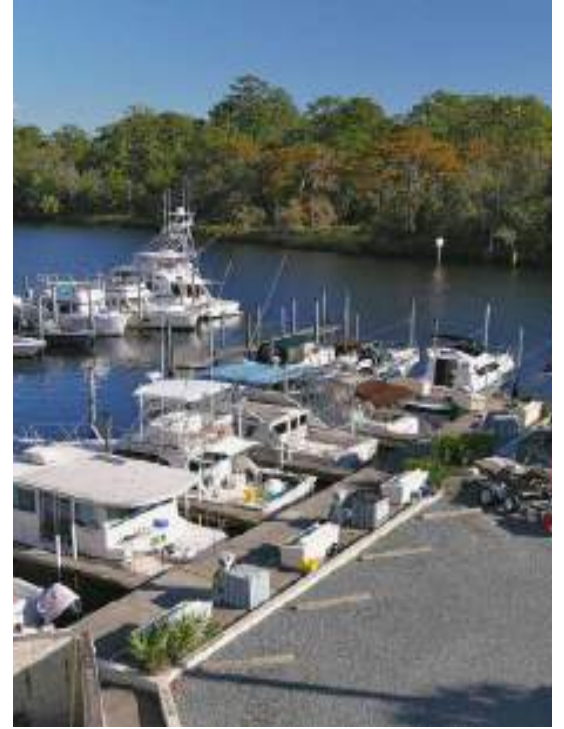
# FULL SERVICE AND WELL-STOCKED PARTS DEPT



# AMENITIES AND A LOYAL CUSTOMER BASE



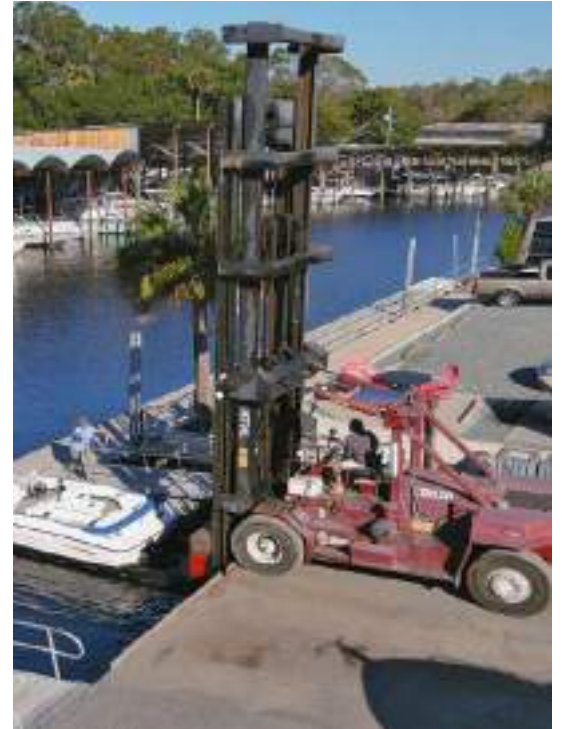
# OPEN / COVERED WET SLIPS



# FUEL STATION AND ABOVE-GROUND TANKS



# HAUL AND LAUNCH OPERATIONS



# NEW COVERED DOCKAGE, PARKING AND BASIN



## Best Of Wakulla Award!



*Dear Readers,*

It is truly an honor to have received the Best of Wakulla awards for **Best Marina** and runner-up in both **Boat & Motor Repairs/Service** and runner-up **Boat Dealer**. Our employees are the ones who made these awards possible, and we appreciate their hard work and dedication, as well as the votes from you, the readers. Thank you and we look forward to serving you in the future.

*The Shields (Chuck, Brett & Pam)*



**WINNER: Marina**  
**RUNNER UP: Boat and Motor Repair/Service**  
**RUNNER UP: Boat Dealer**

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SHIELDS MARINA

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# LOCATION INFORMATION

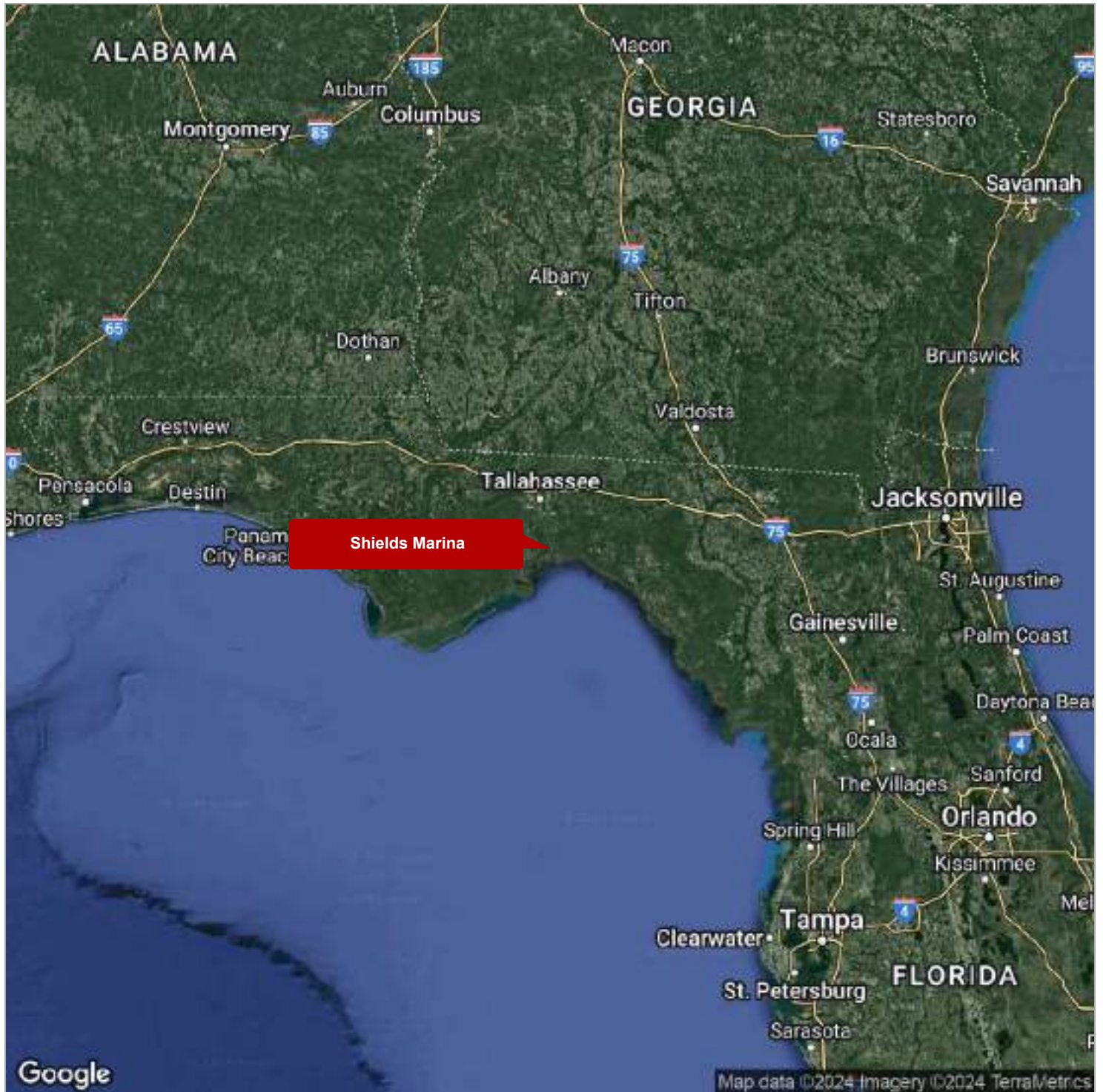
# 2

REGIONAL MAP

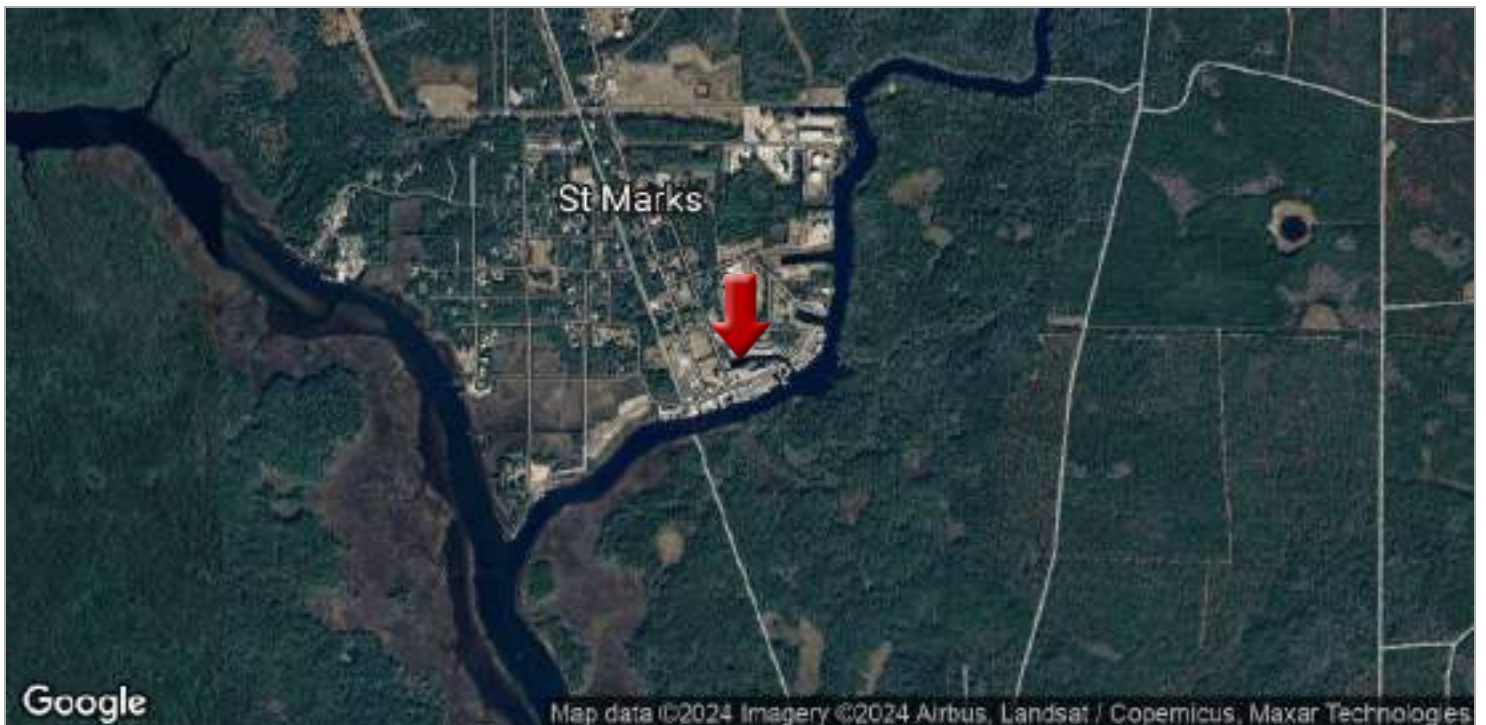
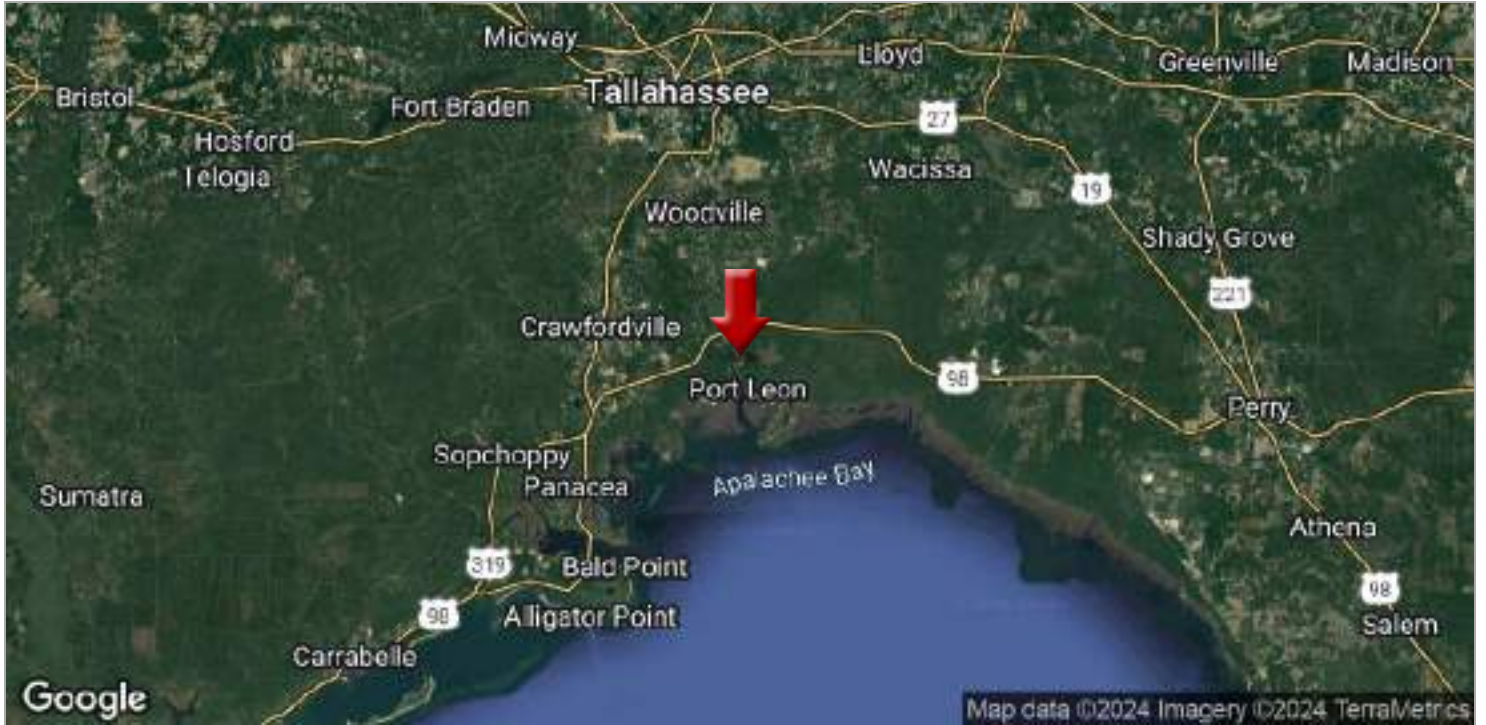
LOCATION MAPS

AERIAL MAP

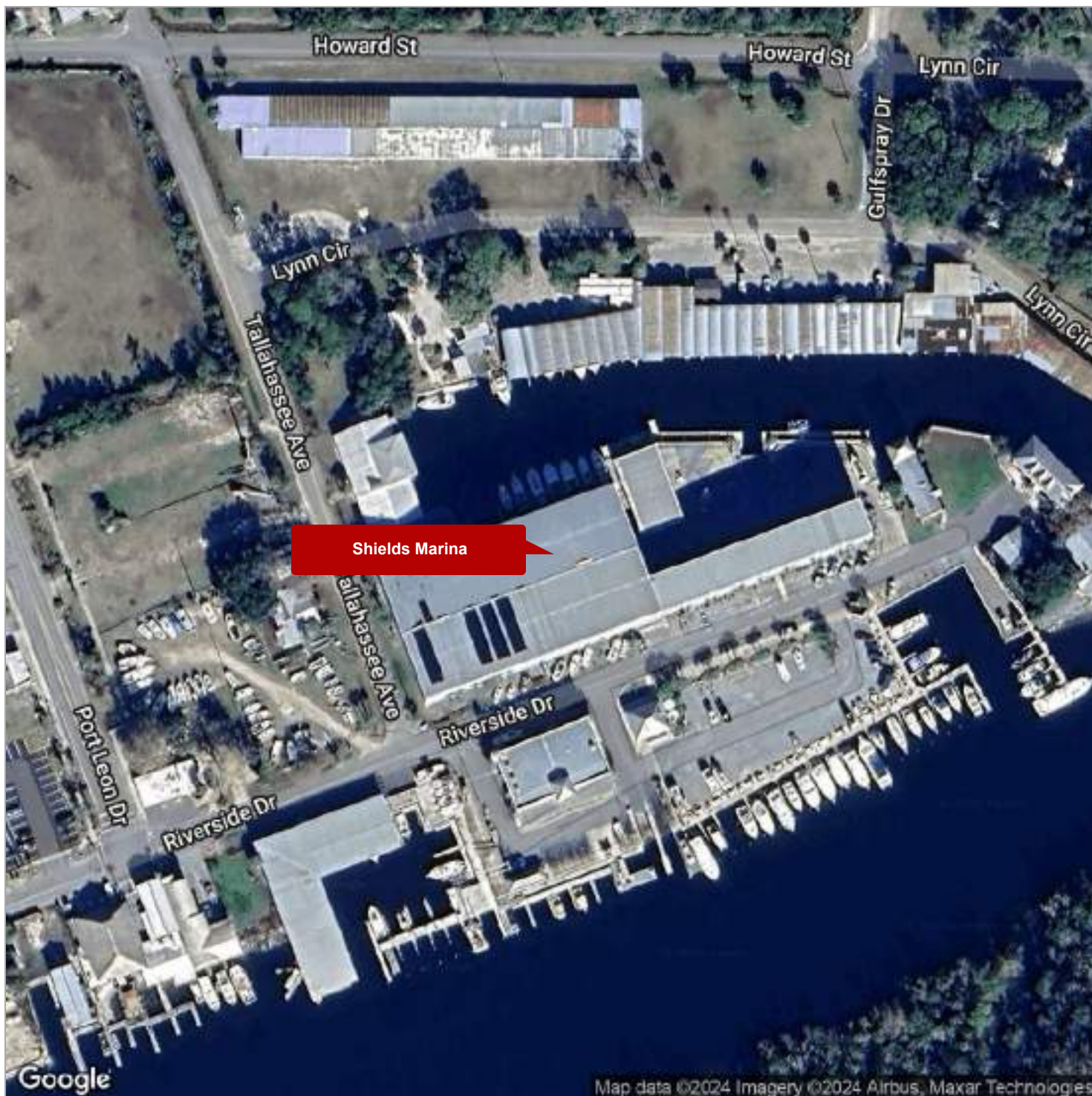
# REGIONAL MAP



# LOCATION MAPS



# AERIAL MAP



SHIELDS MARINA

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# DEMOGRAPHICS

# 3

DEMOGRAPHICS MAP

# Demographics Map



<b>POPULATION</b>	<b>10 MILES</b>	<b>25 MILES</b>	<b>50 MILES</b>
Total population	18,818	262,283	455,940
Median age	42.1	35.1	37.8
Median age (male)	43.0	33.9	36.6
Median age (Female)	41.5	36.3	39.1
<b>HOUSEHOLDS &amp; INCOME</b>	<b>10 MILES</b>	<b>25 MILES</b>	<b>50 MILES</b>
Total households	7,349	120,214	205,406
# of persons per HH	2.6	2.2	2.2
Average HH income	\$70,421	\$60,455	\$62,363
Average house value	\$181,706	\$166,587	\$174,377

\* Demographic data derived from 2020 ACS - US Census