

SF1139 - Business (or Biz to Biz)

Northern California - San Francisco

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With the San Francisco Bay's best boat, in the best location, this business provides transformative experiential sailing excursions aboard a tourism-retrofitted retired Cup racing yacht. THE most exclusive racing boat experience on the San Francisco Bay. Not many life moments like steering a 80+ foot world-class sailboat under the Golden Gate Bridge with your friends, work team, and our professional crew. Business caters to company team building, sail enthusiasts & tourists alike. Kiosk/Web/online/back-office already built-out. Boat & Dock Ownership Included! Semi-absentee owner used downtime last year to upgrade/retrofit Bay's best boat. No better life\$tle biz!

**Sailing Excursion Business Rebounds Post-Covid!****Recast Earnings***(Not Verified By Business Team)*

|                           | 12 Months Ended<br>12/31/2019 | 12 Months Ended<br>12/31/2018 | 12 Months Ended<br>12/31/2017 | 12 Months Ended<br>12/31/2016 |
|---------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|
| <b>Sales</b>              | \$573,745                     | \$412,209                     | \$369,750                     | \$384,744                     |
| <b>Adjusted Cash Flow</b> | \$214,783                     | \$99,667                      | \$116,119                     | \$139,634                     |

**Operations**

| Number of Employees | Full Time  | Part Time | Licenses Required   |
|---------------------|------------|-----------|---|
| Non-Owners          | 5          | 21        | USCG Captain's license for boat captain;<br>business license, seller's permit |
| Owners              | 0          | 1         |   |
| Hours of Operation  | T-Sat: 9-6 |           |   |

**Price/Terms****Lease**

|                         |           |                            |            |
|-------------------------|-----------|----------------------------|------------|
| Asking Price            | \$499,000 | Monthly Rent Including NNN | \$6,500    |
| Down Payment            | \$449,001 | Expires                    | 12/31/2020 |
| Inventory (included)    | \$0       | Option                     | No         |
| Real Property Available | No        | Size (sq.ft.)              | -          |
|                         |           | New Lease Available        | Yes        |

**Miscellaneous**

|                      |                                  |          |                 |
|----------------------|----------------------------------|----------|-----------------|
| Type of Organization | S Corp                           | Training | 2 Weeks25 Hours |
| Reason for Sale      | Took Corporate Industry Position |          |                 |

Disclaimer: The information provided herein is compiled from information provided by the seller(s). Business Team (CA BRE 01160661) makes no representation as to its accuracy or reliability. Prospective buyer(s) should rely upon their own verification and that of their financial advisors with respect to this information.